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Dan Rattiner's New Podcast: WHO'S HERE IN THE HAMPTONS

November 20, 2020
Art by Max Moran

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Inside this Issue: *Behind The Hedges*

Approaching $4 Billion. Over $150 Million Projected this Year.*
Enzo Morabito is the #1 Team in the Hamptons.

Westhampton Beach Village | $2,499,000 | 4 BR, 5 BA | Just Listed! Water views in the heart of Westhampton Beach Village. Renovated main house and guest cottage with heated pool a short distance to Rogers Beach and vibrant Main Street. **Video tour at elliman.com/H355262**

East Hampton Village | $4,850,000 | 5 BR, 5.5 BA | Overlooking the Town Green and less than a half mile to Main Street's stores and restaurants is this stylish and historic village masterpiece. Features a designer kitchen, finished basement, gunite pool, and more. **elliman.com/H353385**

*#1 Top Producing Team in the Hamptons for 10 Years Running***

ENZO MORABITO TEAM
AT DOUGLAS ELLIMAN REAL ESTATE

Enzo C. Morabito
Lic. Assoc. R.E. Broker

M 516.695.3433 | O 631.725.7542
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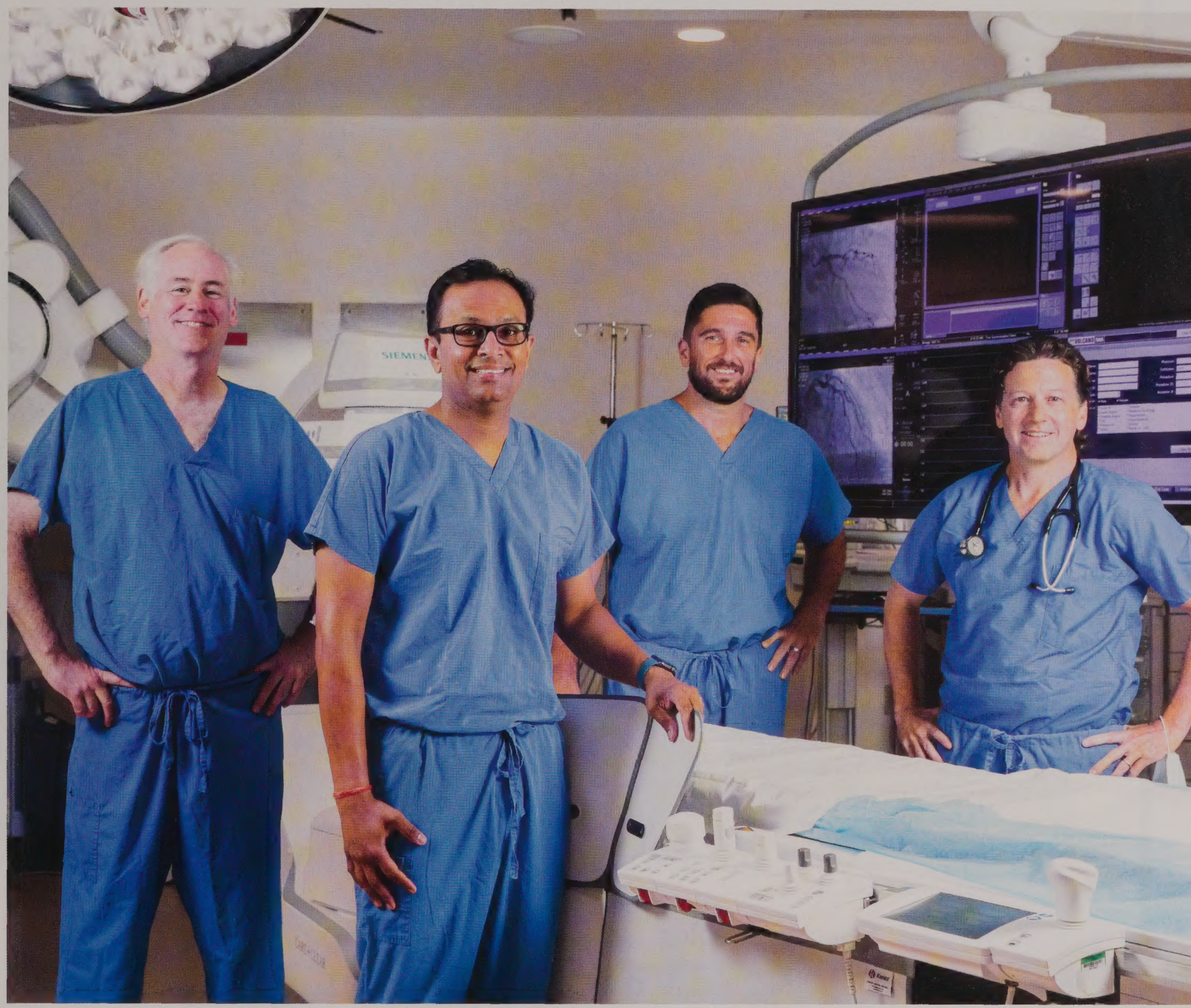
Your heart health is essential.

Prevention is the best protection.



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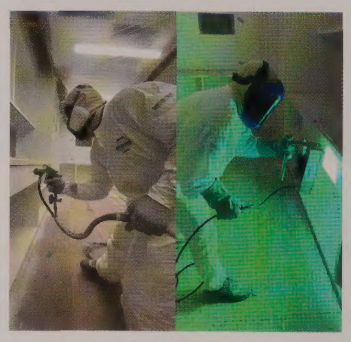

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Quiogue
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Mark Roter: O 631.898.2254 | M 516.445.1547

Southampton Village
$5,495,000 | 6 BR, 5.5 BA | **Web# H353157**

Brianna Ottati: O 631.725.0200 | M 631.208.7036
Benjamin Dixon: O 212.645.4040 | M 646.645.8154

East Hampton
$3,495,000 | 3 BR, 3 BA | **Web# H355060**

Timothy Kelly: O 631.725.0200 | M 917.856.2367

Water Mill
$2,995,000 | 4 BR, 4 BA | **Web# H353661**

Michael Tammaro: O 631.537.5900 | M 917.391.8325
Yorgos Tsibiridis: O 631.267.7372 | M 646.270.4544

Water Mill
$2,500,000 | 4 BR, 4.5 BA | **Web# H353659**

Terry Thompson: O 631.204.2734 | M 631.871.7844

Sag Harbor Village
$1,600,000 | 3 BR, 2 BA | **Web# H352051**

Marcy Braun: O 631.537.5900 | M 516.375.6146
Kyle Rosko: O 631.537.5900 | M 631.678.7179

Southampton
$1,595,000 | 5 BR, 4 BA | **Web# H351881**

Bobby Rosenbaum: O 631.537.5900 | M 917.586.0052

Southampton
$1,450,000 | 5 BR, 4 BA | **Web# H104095**

Brenda Giufurta: O 631.204.2770 | M 917.693.7078

Montauk
$1,425,000 | 4 BR, 3 BA | **Web# H354360**

Pamela Burke: O 631.668.6565 | M 516.769.1756

East Quogue
$1,399,000 | 4 BR, 4 BA | **Web# H354507**

Constance Porto: O 631.723.4324 | M 917.731.4317
Anne Marie Francavilla: M 516.509.1609

East Hampton
$1,395,000 | 3 BR, 2 BA | **Web# H352694**

Dawn Neway: O 631.329.9400 | M 203.809.4688
Diana Neway: O 631.267.7395 | M 516.523.6258

Open House Sat. 11/21 & Sun. 11/22 | 1-3pm
221 Mill Road, Unit 16, Westhampton Beach - The Buoy
$674,000 | 2 BR, 2 BA Co-Op | **Web# H350345**

Edward Kurosz: O 631.723.4131 | M 631.796.6949
Susan Ribeiro: O 631.723.4137 | M 516.635.8402

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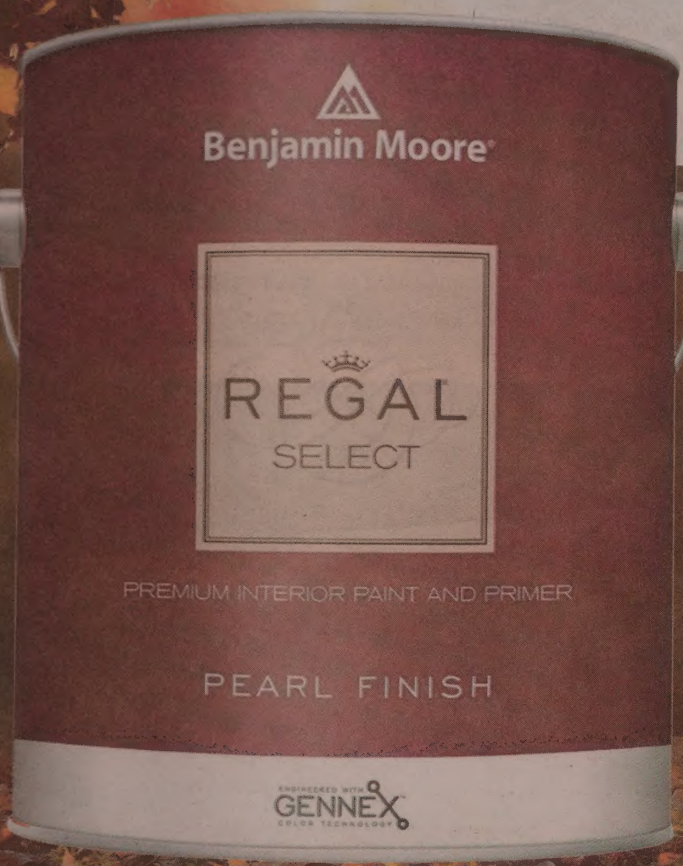

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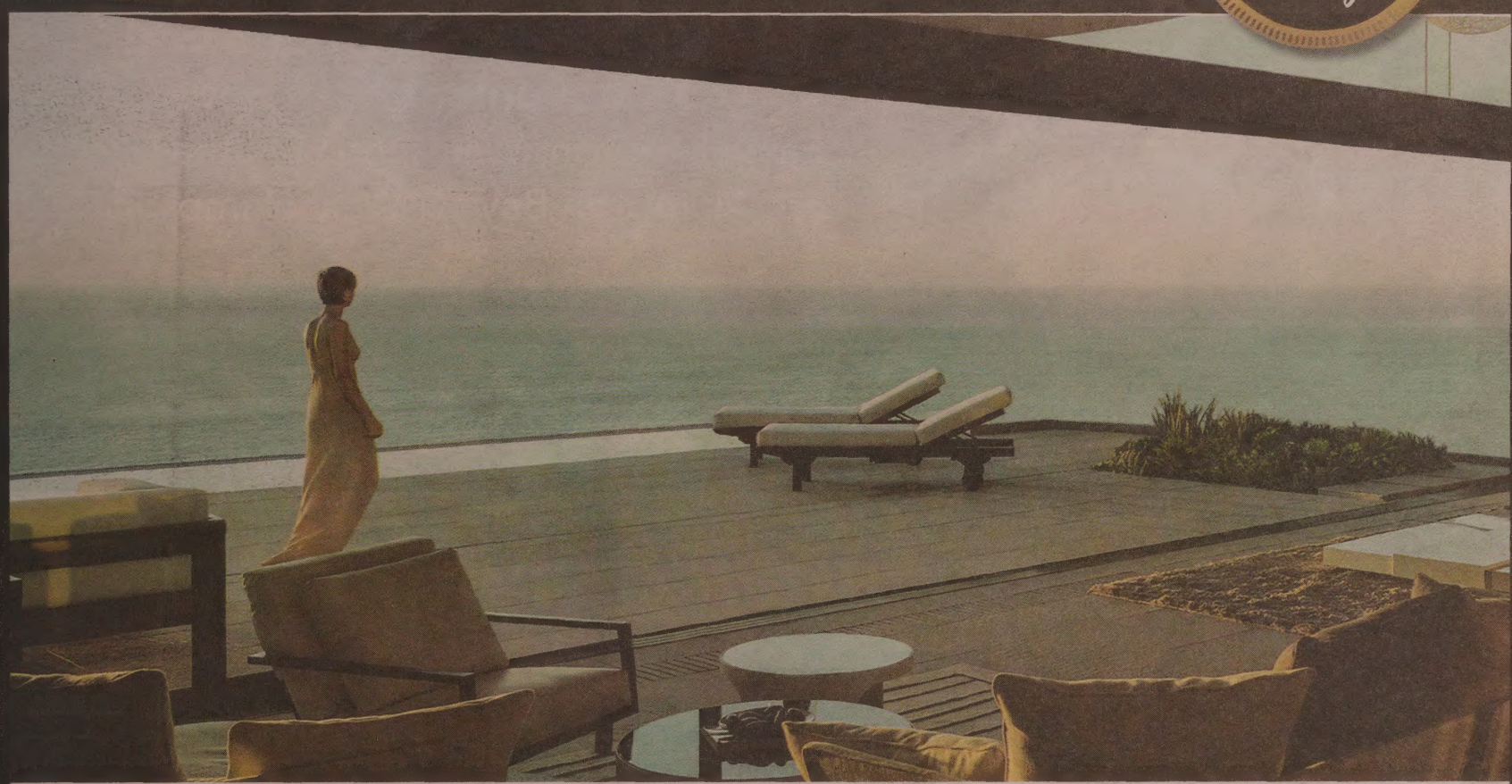

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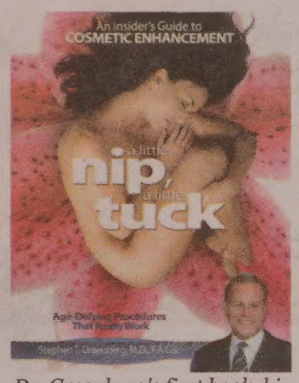
Cosmetic Surgery with a Personal Touch

Award Winning Celebrity Plastic Surgeon Stephen T. Greenberg, M.D., F.A.C.S.

With the recent enhancements in technology making plastic surgery procedures safer, shorter and easier for patients, the multitude of procedures and doctors available can make the decision to proceed with surgery complex and confusing. It is most important to find the right surgeon, one who will guide you and listen to your needs as well as assist in choosing the best and appropriate procedures. By addressing each person's unique requirements, goals and objectives, patients are more confident and comfortable going into surgery with more realistic expectations. The development of an overall plan, inclusive of diet and exercise helps to achieve both a natural look and a positive feeling. This comprehensive assessment of each person's needs and determination of what areas of the body could most benefit, enhances patient's ability to achieve a positive and realistic result along with a natural and younger look. This philosophy is the reason that Stephen T. Greenberg, M.D., F.A.C.S. has been awarded the Compassionate Care Award. "It is often a combination of treatments that produces the best result, many times combining breast augmentation, breast lifts or breast reductions with tummy tucks, liposuction and cellulite reduction, as well as facelifts, eyelid lifts, and neck lifts with skin rejuvenation and body procedures" states Dr. Greenberg, who recommends the appropriate procedure determined by each individual's unique body shape and goals. Working with a patient to define their needs, ensures they are happy with their new look and that the improvements enhance a patient's state of mind.

Dr. Stephen T. Greenberg has performed thousands of procedures over the past twenty seven years. He delivers the utmost care at his state-of-the-art surgical centers from Manhattan to The Hamptons. "It is of the highest importance to me that each patient gets the best results suited to their individual physique. I use cutting-edge imaging to help patients visualize their surgical results and mentor them on how a natural-looking and effective outcome will have a significant impact on reaching their goals. My Rapid Recovery Systems ensure that my patients are back to their normal routines quickly with virtually no detectable signs of having a surgical procedure" states Dr. Greenberg. His reputation for employing the most sophisticated techniques and newest technologies drives people from all over the world to his practice. Each patient is treated in his state-of-the-art accredited ambulatory surgical center. From their first meeting to the weeks following surgery, Dr. Greenberg wants each patient to be happy with their full experience. The best candidates for plastic surgery are those who want to look their best by improving upon their natural beauty, while at the same time maintaining realistic expectations. People should realize that while plastic surgery can significantly improve their physical traits and self-image, surgery will not necessarily change their lives or their relationships. Selecting the best surgeon, determining the areas that you would like to improve, asking many questions, combined with defining the appropriate treatments should result in a better sense of self and an improvement in both self-confidence and appearance.

Dr. Greenberg is in high demand to treat celebrities from around the world, as well as the girl next door. At the apex of his craft, Dr. Greenberg is something of a legend. "As a cosmetic plastic surgeon, I work both on the inside and the outside of a patient's skin every day. I understand patients' needs and the best method for achieving superior results. Over the years I have enjoyed treating thousands of women and men with a personal and individualized approach. I am part surgeon and part artist, and I appreciate the opportunity to play an important role in the lives of my patients." Dr. Stephen T. Greenberg is a double board-certified plastic surgeon who specializes in cosmetic plastic surgery. He is director of New York's Premier Centers for Plastic Surgery in Manhattan, Woodbury, Southampton and Smithtown in New York as well as Boca Raton, Florida.



Dr. Greenberg's first book, his follow up is out Spring 2021!

Dr. Greenberg personally invites you to schedule your complimentary consultation at his Southampton, Manhattan, Woodbury, Smithtown or Boca Raton locations. Call 631.287.4999 or visit www.GreenbergCosmeticSurgery.com.

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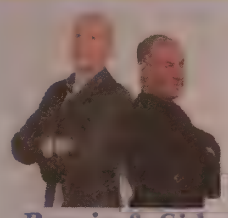

Bernie & Sid
6am - 10am

Brian Kilmeade
10am - noon

Curtis & Juliet
12 - 3pm

John Catsimatidis
Sundays
8:30am - 10am

Rudy Giuliani
3pm - 4pm

Mark Levin
6pm - 9pm

Frank Morano
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Sunday, November 22 11:30–1:00PM

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	KOULOURAKIA (Butter Tea Cookies)	$12	
	KOURAMBIETHES (Powdered Sugar Cookies)	$16	
	FINIKIA (Honey Dipped Nut Cookies)	$16	
	PASTRY PLATTER LARGE (Baklava, Koulourakia, Kourambiethes, Finikia)	$75 per platter	
	PASTRY PLATTER MEDIUM (Baklava, Koulourakia, Kourambiethes, Finikia)	$50 per platter	
	PASTRY PLATTER SMALL (Baklava, Koulourakia, Kourambiethes, Finikia)	$25 per platter	
	GALAKTOBOURIKO (Frozen)	$20	
	Frozen Hors d'oeuvres **TIROPITA** (Cheese Filled Phyllo)	$25 per tray (16 pieces)	
	Frozen Hors d'oeuvres **SPANAKOPITA** (Spinach & Cheese Filled Phyllo)	$30 per tray (16 pieces)	
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	Moussaka (Frozen)	$60 per tray	
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Volume LX Number 37 November 20, 2020 Dan's Papers

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Victoria's DIARY

Step inside a world of VIP meetings, amazing meals, unique insights and engaging stories from Montauk to Manhattan as only Dan's Papers owner Vicki Schneps can tell them!

Read "Victoria's Diary" every Monday at DansPapers.com

Don't Miss the Dan Rattiner Podcast: "Who's Here in the Hamptons"

Episode 5: Dan speaks with Jimmy Giugliano, Nest Seekers International broker and star of Netflix's *Million Dollar Beach House*.

Having landed the largest and third largest deals of the year, Giugliano is a serious leader in the world of Hamptons real estate. His secret to success is to know the market and everything about it, being able to advise a client what to buy and what not to buy based on value and performance. After proving his trustworthiness and focus, he's found that his clients are very likely to refer him to others.

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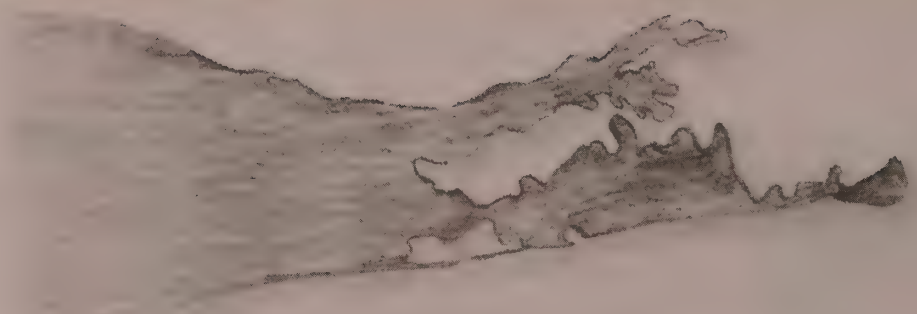


NOVEMBER 19—NOVEMBER 25, 2020

OUT & ABOUT ON THE EAST END

WHAT TO DO. WHERE TO GO. WHERE TO PLAY.

VIRTUAL WORKS IN PROGRESS CONCERT

FRIDAY, NOVEMBER 20, 5 P.M.

In partnership with Neue Galerie New York, the Perlman Music Program presents a Virtual Works in Progress Concert performed by students and alumni. Watch the premiere online at PMP from Home. *perlmanmusicprogram.org*

PECHAKUCHA NIGHT HAMPTONS

FRIDAY, NOVEMBER 20, 6 P.M.

The format is simple—each invited presenter gets 20 images and 20 seconds per image to talk about living creatively on the East End. The Volume 31 presenters are artist Irina Alimanestianu, administrator of Stony Brook Center for Parkinson's Disease Sarah Cohen, mixed media artist Jody Cukier, photographer Tria Giovan, artist Jeremy Grosvenor and photographer John Madere. The event will be held in-person at the Parrish Art Museum and livestreamed. Registration is $20. *279 Montauk Highway, Water Mill. 631-283-2118, parrishart.org*

OPEN MIC NIGHT

FRIDAY, NOVEMBER 20, 6:30 P.M.

Join the LGBT Network for a great night of music, performances and community. Everyone is welcome to take the virtual stage and share their art—whether it's an instrument, poem or song. Online registration is free but required. *lgbtnetwork.org*

THE FRIDAY NIGHT HUSTLE: EPISODE TWO

FRIDAY, NOVEMBER 20, 8 P.M.

Hosted by The Nancy Atlas Project, this series is a weekly celebration of some of The Stephen Talkhouse's favorite East End musicians and helps to support both Talkhouse staff and local musicians. Episode two features Andy Aledort, Billy Ryan, Annie Trezza, Jettykoon, Unsung Heroes and members of Sturdy Souls. Tickets are $10–$300. *161 Main Street, Amagansett. nancyatlas.com*

123RF

PREPARE TO BE MESMERIZED BY THE TALENT OF PERLMAN MUSIC PROGRAM ON FRIDAY

COURTESY WATERMILL CENTER

MEET THE WATERMILL CENTER ARTISTS-IN-RESIDENCE ONLINE THIS SATURDAY

ZUMBA ON ZOOM

SATURDAY, NOVEMBER 21, 9:30 A.M.

Start your Zumba journey with Kyleen Vernon in this virtual series. The $23 registration fee will automatically sign you up for each Saturday morning class through December 19. *631-288-3335 ext.4, westhamptonlibrary.net*

CRANBERRY PICKING HIKE

SATURDAY, NOVEMBER 21, 10 A.M.

Join the East Hampton Trails Preservation Society to learn about the Montauk Walking Dunes and pick cranberries for the Thanksgiving table. Contact Steve Murray at swm9@hotmail.com to RSVP and receive meeting place information. *ehtps.org*

ADULT CIRCUIT TRAINING WITH RACHEL HAAB

SATURDAY, NOVEMBER 21, 10:30 A.M.

This 45-minute circuit training class is a total-body, heart-pumping, get-your-mind-right style of class that is great for all fitness levels. Registration is $20. *Community Learning Center at Neighborhood House, 92 Three Mile Harbor Road, East Hampton. 631-655-4586, projectmost.org*

ANIMAL SIGNS & PHENOMENA

SATURDAY, NOVEMBER 21, 10:30 A.M.

Following a brief introduction to animal sign identification, participants will get a chance to test their new skills as South Fork Natural History Museum Environmental Educator Jake Kushner leads a search for animal tracks and scat in Vineyard Field. Registration is $5, kids $3. To register for this program, contact info@sofo.org or call 631-537-9735. *377 Bridgehampton-Sag Harbor Turnpike, Bridgehampton. sofo.org*

IN PROCESS ONLINE

SATURDAY, NOVEMBER 21, 2 P.M.

Join Watermill Center artists-in-residence Tahir Carl Karmali, Paige Mazurek, Zeinab Shahidi Marnani, Regina Parra and Claire Watson as they open their studios virtually and share what they've worked on during their residency. Registration is free but required. *watermillcenter.org*

TIME CANVAS: VIOLIN AND THEORBO

SUNDAY, NOVEMBER 22, 3 P.M.

Time Canvas seeks to bring together people from all walks of life by exploring old works through innovative perspectives. Specializing in historical performance on gut strings, founding members Chiara Fasani Stauffer and Joshua Stauffer are dedicated to bringing to life the warmth and character unique to period instruments. Registration is free but required. *twinforksmusicivic.org*

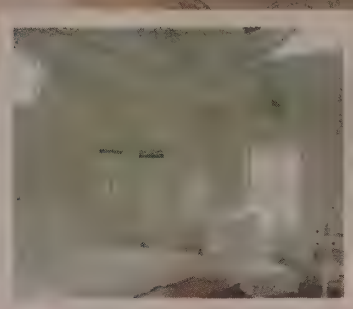
LONNIE HOLLEY: CONCERT AND CONVERSATION

SUNDAY, NOVEMBER 22, 6 P.M.

Sculptor/artist/musician/filmmaker/educator Lonnie Holley is the Elaine de Kooning House's latest artist-in-residence, and his residency culminates in a conversation and performance that will run virtually in collaboration with Guild Hall. Born in Jim Crow–era Alabama, kidnapped by a burlesque dancer and locked up at age eleven, Holley's unique life reads like fiction, but it's all true. Registration is free but required. *guildhall.org. Read more about Holley on page 40.*

"Preparation is the key to a quality paint job"

Dan's 2019



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OUT & ABOUT ON THE EAST END

WHAT TO DO. WHERE TO GO. WHERE TO PLAY.

THE POETRY OF OUR UNIVERSE
MONDAY, NOVEMBER 23, 5 P.M.
Join poet Carmen Bugan, Ph.D. and physicist Alessandro Tricoli, Ph.D. on a journey, via Zoom, to explore how the marriage between science and poetry enriches our understanding of the universe. Registration is free but required. *myrml.org*

SCULPT & CARDIO DANCE ON ZOOM
TUESDAY, NOVEMBER 24, 10 A.M.
Join instructor Leisa DeCarlo, a professional and internationally known dancer, for sculpting and cardio using fun dance moves. All skill levels are welcome to join. Registration is free but required. *quoguelibrary.org*

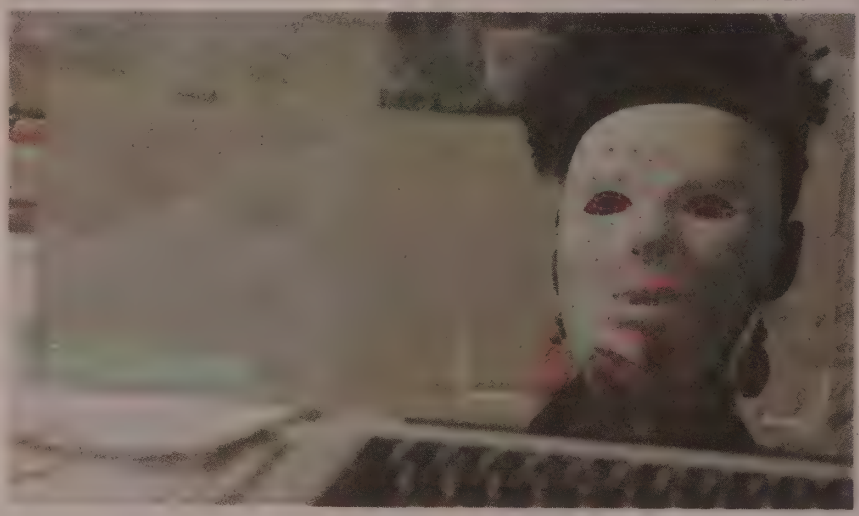
HIGH STYLE IN THE GILDED AGE
TUESDAY, NOVEMBER 24, 11 A.M.
Southampton History Museum's eighth Zoom lecture on women of the Gilded Age in Southampton will be focused on Jessie Woolworth Donahue. In the sad saga of her life lies dramatic proof that money does not always buy happiness. Registration is free but required. *17 Meeting House Lane, Southampton. 631-283-2494, southamptonhistory.org*

WHBPAC BLOOD DRIVE
TUESDAY, NOVEMBER 24, 1–7 P.M.
Westhampton Beach Performing Arts Center and New York Blood Center want YOU to take center stage and donate blood to help meet the needs of members in your community. Donations are by appointment only, and temperatures will be taken at the door. Donors must bring their photo ID, wear a mask and be 14 days symptom-free if recovered from COVID-19. *76 Main Street, Westhampton Beach. whbpac.org*

WESTHAMPTON BEACH FARMERS MARKET
SATURDAYS THROUGH NOVEMBER 21
The Westhampton Beach Farmers Market is more than a place to buy food—it's an event you can share with your family and the surrounding community. It gives you an opportunity to meet the people who produce your food and get tips, recipes and insight into how to best work with their product. *WHB Village Green. westhamptonchamber.org*

BARBARA LASSEN

EAST HAMPTON FARMERS MARKET OFFERS FRESH LOCAL INGREDIENTS INTO WINTER



COURTESY HAMPTONSFILM

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EAST HAMPTON FARMERS MARKET
SUNDAYS THROUGH CHRISTMAS, 10 A.M.–3 P.M.
Meet some of the happiest people selling the most delicious locally sourced food and handcrafted products anywhere—including Montauk Scallops Company, Hamptons Sourdough, South Fork Bakery and more. *Reutershan parking lot, accessible by Main Street and Newtown Lane, East Hampton. easthamptonfarmersmarket.org*

VIRTUAL HOLIDAY SILENT AUCTION
NOVEMBER 22–DECEMBER 1
Support Bay Street Theater by bidding on incredible auction items such as tickets to a Billy Joel concert, a signed guitar from Jimmy Buffett, yachting excursions, travel packages, local tours, original artwork and more. Following a VIP presale for patrons and subscribers, the online bidding begins on November 22. *baystreet.org*

MILES PARTINGTON EXHIBITION
NOW THROUGH SUNDAY, NOVEMBER 22.
Tripoli Gallery presents *I run to the rock, please hide me*, the gallery's second solo exhibition with Miles Partington. The exhibition highlights the artist's recent shift in focus from sculptures to paintings on canvas, while expanding upon his array of animal subjects. *26 Ardsley Road, Wainscott. 631-377-3715, tripoligallery.com*

THE 1960S EXHIBITION
NOW THROUGH NOVEMBER 27
Eric Firestone Gallery's latest exhibition features works by the likes of Willem de Kooning, George McNeil, Kyle Morris, Dorothy Dehner, Perle Fine, Shirley Gorelick and other widely and locally renowned artists. *4 Newtown Lane, East Hampton. 631-604-2386, ericfirestonegallery.com*

SAA 2020 FALL EXHIBITION
NOW THROUGH NOVEMBER 29
See the latest collection of works presented by the Southampton Artists Association at Southampton Cultural Center. *25 Pond Lane, Southampton. southamptonartists.org*

DOROTHY RUDDICK EXHIBITION
NOW THROUGH DECEMBER 20.
The Drawing Room presents an exhibition of works by fiber artist Dorothy Ruddick. See common materials such as wool and cotton transformed into transcendent works of art. *55 Main Street, East Hampton. 631-324-5016, drawingroom-gallery.com*

2020 VISION EXHIBITION
NOW THROUGH DECEMBER 27.
2020 has already experienced seismic events that are shifting values and shaping our choices as citizens and as creators. Southampton Arts Center and New York Academy of Art invited a talented group of creators to express what they saw, what they felt and what they experienced during this time of pause and reassessment, upheaval and risk, anxiety and uncertainty. *25 Jobs Lane, Southampton. southamptonartscenter.org*

URBAN/SUBURBAN EXHIBITION
NOW ON VIEW.
On view in Suffolk County Historical Society's Gish Gallery, Long Island photographer Neil Scholl's work focuses on street and documentary. This newly curated exhibit contrasts his extraordinary street photography of NYC in the 1950s–70s with more recent images of the North Fork. *300 West Main Street, Riverhead. 631-727-2881, suffolkcountyhistoricalsociety.org*

NOW SHOWING ONLINE: CODED BIAS
NOW STREAMING.
HamptonsFilm is now streaming acclaimed first-run, independent and world cinema. On offer now is Shalini Kantayya's *Coded Bias*, a documentary following MIT Media Lab researcher Joy Buolamwini as she discovers that most facial-recognition software doesn't accurately identify the faces of women or people of color and delves into an investigation of algorithm bias. *hamptonsfilmfest.org*

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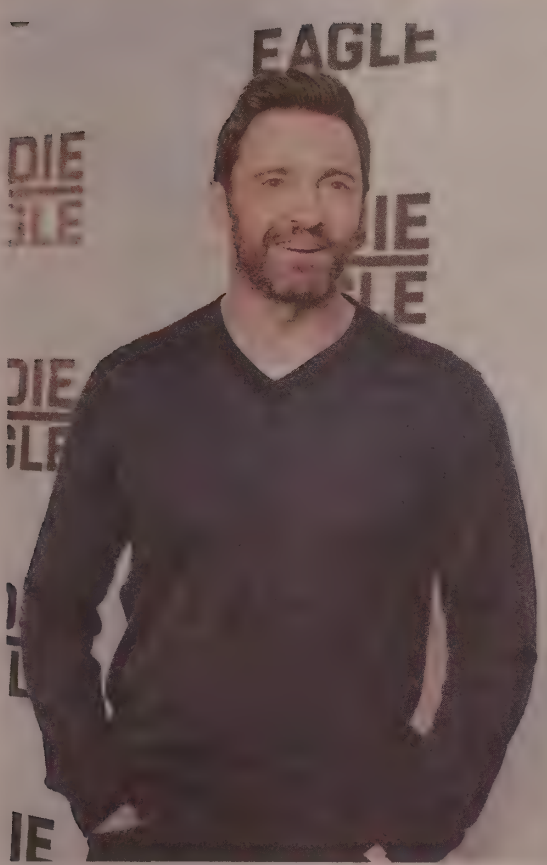

CLINT SPAULDING/PMC

HUGH JACKMAN

East Hampton resident **Hugh Jackman** has ended his long-running "feud" with **Ryan Reynolds** for a good cause. The two actors have had a long-standing comedic feud since appearing in *X-Men Origins: Wolverine* together. In a new promotional video for Sam's Club, Jackman and Reynolds agree to "forgive" each other in order to raise funds for two charities. Buying Jackman's Laughing Man Coffee or Reynolds' Aviatian Gin products from Sam's Club will count as a vote for either celeb, respectively, which will donate money to the Laughing Man Foundation and the SickKids Foundation.

East Hampton's **Drew Barrymore** recently reunited with her *Mad Love* co-star, **Chris O'Donnell**, after 25 years. The star virtually welcomed O'Donnell to *The Drew Barrymore Show* on the November 12 broadcast. "It doesn't feel like that much time has gone by since we made Mad Love in Seattle 25 years ago," Barrymore said during the episode. "I remember on Mad Love—I was so wild at that point in my life, I would say straight-up cray—and just having the best time. I would just take scissors to my hair." O'Donnell said that while enjoyed making the 1995 romantic drama, he has not watched the released film because he is embarrassed watching himself on-screen. "I started to watch it with you one day," he recalled. "I was sitting between you and Caroline, who was my girlfriend at the time, and we got into a couple of these scenes and I said, 'I can't handle this. I can't sit between the two of you and watch this movie.' People, especially young girls, always come up and go, 'I love that movie, it was so amazing,' and I'm thinking, 'Thank you, I can't comment. I don't know how it ended up turning out.'"

Real Housewives of New York City star and Hamptonite **Ramona Singer** is studying to get her real estate license. Singer is set to join the **Michael Lorber** team at Douglas Elliman Real Estate, who sold her Upper East Side apartment for $4 million.

In other celeb real estate tidbits, **Sarah Jessica Parker** and **Matthew Broderick** recently sold their West Village townhouse for $15.85 million.

Water Mill's **Jennifer Lopez** received the People's Choice Icon Award on Sunday, November 15. "Helping each other, loving each other, being kind to each other. And the importance of that connection, that human touch and I realize it's what I strive for in everything I do, to reach people, to touch people. I believe that's what we all want, shared experiences, to know that we're not in this alone," Lopez said during her acceptance speech. "Your belief and your faith in me motivates me to keep going and sometimes when I'm tired or beaten down like a lot of us have been this year, it's my family, my friends, my babies and my fans, you guys, who have lifted me up when I couldn't lift myself."

IAN ZANNI/PMC

DREW BARRYMORE

JARED SISKIN/PMC

JULIANNE MOORE

Julianne Moore has welcomed a new member to her family—a 12-week-old lab mix named Hope. The *Still Alice* star shared photos on her Instagram as well as explained how she adopted Hope from Gimme Shelter Animal Rescue—close to her Montauk home—right after the 2020 election. "The previous week I had applied to adopt a dog from @gimmeshelteranimalrescue and when **Michelle** called last Friday and said our application had been accepted she said that she noticed in our paperwork that we had owned a #labmix named Cherry. We lost her a year and a half ago, and finally felt ready to adopt another dog (although I thought we would adopt an older dog, not a puppy) and Michelle told me there just happened to be a 12 week old #labmix named Cherry being fostered about 15 minutes from our house," she captioned her post. Photos shared on Moore's Instagram account showed the 59-year-old actress carrying her furry pal Milly (who has already stolen the spotlight!), her husband **Bart Freundlich**, and their new pup. Moore, who last starred in the Amazon Prime film *The Glorias* in September, has been busy prompting others to vote in this year's election and sharing her support for **Joe Biden**. She's expected to star in **Stephen King**'s adapted series *Lisey's Story* and the film adaptation of the musical *Dear Evan Hansen*. *—Diana Cooper*

Read more South O' the Highway at DansPapers.com.

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PSEG LONG ISLAND

Page 27

Fall in Southampton Village

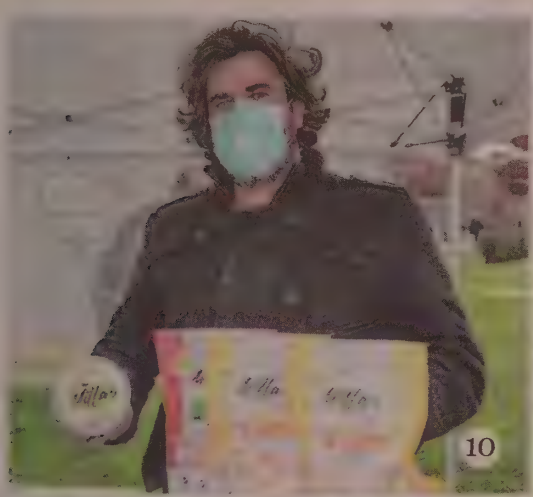
The Village of Southampton is a popular location to spend the day shopping, visiting the numerous art galleries or dining at one of the many restaurants. The 2020 Farmers & Artisan Market was held at Agawam Park on Sunday and offered unique and handcrafted gifts, fresh food and snacks. Strolling down Jobs Lane, there were retail shops to finish your holiday shopping and art galleries to enjoy. Cold weather is quickly approaching and the Southampton Chamber of Commerce invites you to enjoy all that the village has to offer as they adhere to CDC guidelines and protocols. Photographs by Barbara Lassen

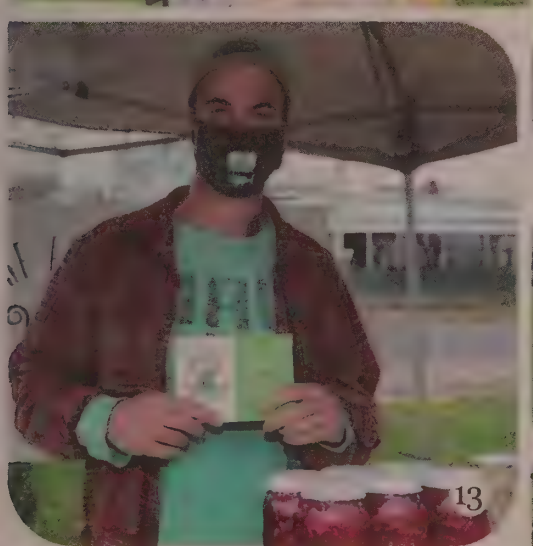
1. **Therese Ardolino** and **Boomer** of Alex Lehr
2. **Taylor Dawson, Patricia Piacente, Melissa Danko** at TaROO
3. **Marlene Esposito, Sarah Matos, Nicole Hadix** of Southampton Arts Center
4. **Jillian Gough** of TaROO
5. **Bruno LoGreco** of The Biscotti Company
6. **Grace Lee, Shirlane Hwee**
7. **Isabella Romano** and **Olivia Lofstad** of Catch of the Day
8. **Jim Walsh** of Green Door Woodworks
9. **Audrey Vazzana** of Hampton Soaptique

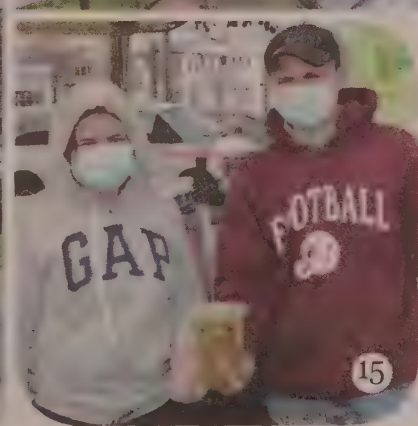
OLA Latino Film Festival

Parrish, Guild Hall and Sag Cinema hosted the 17th OLA Latino Film Festival this year. Curated by Organización Latino-Americana of Eastern Long Island (OLA), the festival kicked off with a reception and screening at Parrish Art Museum Friday evening and virtual screenings on Saturday. Photographs by Tom Kochie

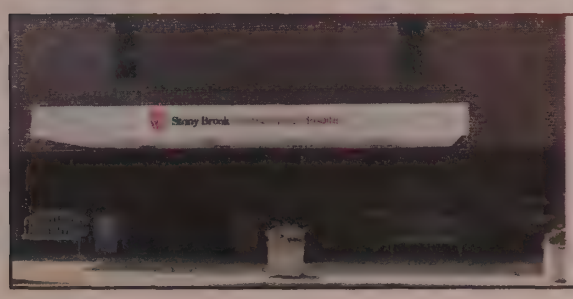
1. Guest, participant in OLA Media Lab, **Minerva Perez**, Executive Director at OLA, Guest
2. **Minerva Perez**, Executive Director, OLA, and **Corinne Erni**, Parrish Curator of Special Projects and Arts Reach







10. **Marcello Velloso** of Milla's Puffs
11. The **Rosenkranz** Family
12. **Dennis Bontempo** of Dennis Bontempo Photography
13. **Joe Hernandez** of The Ferm
14. **Pasquale DeGregorio** of Bambino Ravioli in Deer Park
15. **Carolina** and **Jorge Santos** of The Perfect Pickle



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News & Views

STOCK

Wind Farm Begins Wainscott Survey, Locals Push Back

BY DAVID TAYLOR

Despite pushback, Ørsted and Eversource Energy are moving forward with survey work off Beach Lane Beach in Wainscott to assess the placement of a transmission cable for the proposed South Fork Wind Farm 35 miles off Montauk Point. At press time, developers were expected to begin their geotechnical survey with soil borings 780 feet, 1,470 feet and 2,160 feet from the shore, as well as sea floor measurements.

While developers determined Beach Lane Beach to be the optimal location for the cable landing. the Citizens for the Preservation of Wainscott (CPW) bemoaned this decision and have been actively trying to change the minds of the powers that be. At the November 7 Wainscott Citizens Advisory Committee meeting, Alexander Edlich spoke on behalf of his wife, CPW co-founder Gouri Edlich, who had composed a letter for him to read to the committee.

"We are now more confident than ever in making the case, before the Public Service Commission (PSC), that Wainscott will not satisfy New York State law for an appropriate landfall site," the letter reads. "Ørsted cannot meet the legal burden that developers must pursue a route with 'minimum adverse environmental impact.'" According to the CPW's report, landing the cable at the 19-foot-wide Beach Lane location would violate five State fire and building safety codes and cause other issues in the community.

The PSC is expected to rule on the wind farm proposal in first quarter 2021, and the CPW has already provided their expert testimony on the matter, offering a different, fully engineered route and additional alternatives that would "facilitate offshore wind energy on the East End, while significantly minimizing unprecedented impacts on multiple residential communities." However, one such proposed alternative, landing the cable at Atlantic Avenue, has already been shot down by East Hampton Town Trustee Clerk Francis Bock, who says the trustees won't even consider such a heavily trafficked public beach.

The CPW is also poised to initiate litigation against the East Hampton Town Board and Trustees should they push to shortcut NY State law by granting easements before the conclusion of the state approval process.

Southampton Town Board Receives Petition for Affordable Housing in Quiogue

BY DAVID TAYLOR

At a recent Southampton Town Board work session, Town Planning and Development Administrator Janice Scherer presented the board with a petition from the NRP Group development and property management company to rezone a 17.4-acre parcel in Quiogue for multifamily affordable housing.

The proposal seeks to build a 104-unit affordable housing development with six units an acre at 670 Montauk Highway in Quiogue, behind Strebel's Laundromat, subdividing the full parcel into five acres of commercial property and 17.4 acres of workforce housing. This new plan is a scaled back version of a previous petition for a development with upwards of 180 housing units, which Town Supervisor Jay Schneiderman admitted is a considerable difference.

"It's important that we provide affordable housing on both sides of the canal," Scherer said at the start of the work session, adding that an affordable housing study is already underway. The NRP Group petition itself, however, is still in phase one of town consideration, where the town has not formally acknowledged that it will even entertain the proposal.

"I think we are filling a need. I think the town has done better job than the villages of providing affordable housing, and that's why we've come here," attorney John Bennett said on behalf of the NRP Group. "We don't think it's going to work any significant change into the character of the neighborhood."

Members of the NRP Group then further explained the details of their affordable housing plan, noting that the goal is to provide homes for families earning 30–80% of Suffolk County's area median income of $126,600. The development would only be accessible through South Country Road and would include bocce courts, walking paths and play areas. The plan is comprised of 40 one-bedroom units, 48 two-bedroom units and 16 three-bedroom units.

Schneiderman concluded that the board will await the recommendation of the Planning Department before proceeding any further.

News & Views

Nathaniel Rogers House Restoration Underway

BY LEE MEYER

COURTESY SOUTHAMPTON TOWN

The Nathaniel Rogers House is undergoing a major restoration, one of several Bridgehampton renovation projects spearheaded by Southampton Town this year and beyond.

Earlier this month, on Wednesday, November 4, an historically accurate replica of the cupola Nathaniel Rogers had installed at the house in 1840 was placed atop the building. The house, listed on the National Register of Historic Places and as a landmark in Southampton Town, is one of the few full portico, or temple front, Greek Revival houses to survive on Long Island. When restorations are complete, the Nathaniel Rogers House will be the new headquarters of the Bridgehampton Museum, which is currently at the Corwith House.

Southampton Town purchased the house, with the museum's help, in 2003 for $3.5 million, partly funded by the Community Preservation Fund (CPF). "It was worth doing—expensive, any restoration and preservation project is expensive, but it saves an important part of the hamlet's history," Bridgehampton Museum Executive Director John Eilertsen says.

The town has been making several significant renovations to Bridgehampton as of late, with new crosswalks, curbside Tree plantings and more. Other flourishes complement the larger project at the Nathaniel Rogers House, including planned historical signs to educate visitors on the area's historical significance at Militia Green, a small park that saw local militias train there during the French and Indian War.

Greenport Shellabration Goes Virtual in 2020

BY LEE MEYER

ISTOCK

A beloved East End tradition will return this year, albeit in a virtual setting.

The Greenport Shellabration, an annual fundraiser by the Cornell Cooperative Extension Marine Program, began in 2012 as a village-wide event where guests could enjoy scallops, clams, oysters and local wines. This year, the event will be held virtually and provide viewers with an interesting and feature shucking tutorials, cooking demonstrations and more.

"2020 marks the ninth year of this event and while we unfortunately will not be able to gather in person this year," says the Shellabration website (virtualshellabration.org) we are excited to keep the Shellabration spirit alive through the virtual event experience we'll be kicking off December 5!"

Tickets to the event, which benefit the Cornell Cooperative Extension Marine Program's SPAT Program and Back to the Bays Initiative, are $25 and include access to all the videos. Ticket-holders will also be notified about special deals from local oyster distributors, including Southold Bay Oysters, Thatch Island Farms, The Sheltered Oyster Company, Shellworks, Founders Oyster Farm and Maris Stella Blue Points.

Political Sign Thefts and Arrest in East Hampton

BY DAN RATTINER

DAN'S PAPERS

During the run-up to the election, small signs sprouted on front lawns and along the shoulders of many roads in East Hampton to vote for Biden or vote for Trump or vote for Zeldin or Goroff.

There are laws in East Hampton making it illegal to put signs along public roads. It is legal, however, to put up a single political sign on your front lawn, but if you have more than one, the police are permitted to remove the excessive signs if they wish. Apparently, they did not wish, this year anyway. (They also have allowed signs on public roads to remain.)

One wonders, therefore, does the right to support candidates trump the right for government to limit you to one sign on your lawn? (Sorry about that.) Indeed, this year, the police, turning the ordinance on its head, filed charges against people going onto other people's property and removing such signs.

On October 24, a 51-year-old man from Manhattan called the police to his home on Old Stone Highway to report his Biden/Harris sign stolen. Two days later, the police were called to Handy Lane in East Hampton, where an 85-year-old man said he had decided, after some thought, to report two Biden/Harris signs stolen from his front lawn. In both cases, no perp has been located.

There was an arrest, however, in a sign theft in East Hampton six days earlier. According to the police report, a woman was in her house on Town Lane when she saw a car drive up, a man get out and pull her Black Lives Matter sign and a Joe Biden sign from her front lawn. Hurrying out, she got to him as he was about to make off and spoke sharply to him, resulting with him putting the two signs back in the ground before leaving. After that, the woman called the police.

When they arrived, she showed them a surveillance camera. The police were able to read the license plate of the perp's car, and subsequently arrested Salvatore Ditroia, 67, a resident of Southampton. He's been charged with petty larceny, a misdemeanor, and the police say he agreed that yes, that was him on the footage.

As this is written it is November 14 and signs are still up all over the place. It's beyond the time when voters can do anything. When does it become littering?

5 Stars & Stripes?

Design the Flag for the New Peconic County & Win a Prize

BY DAN RATTINER

Talks continue here on the East End about whether or not we should create a new county for eastern Long Island. As you know, we are currently a part of Suffolk County. In the county legislature, our East End towns, which take up 3/4 of the land area, get only 4 legislators. The western towns get 17 legislators. So whenever money is collected, it mostly comes from the sales taxes on the East End but is spent mostly on projects in the west end.

Several prior attempts to form a new county have failed. During one of these attempts, the organizers decided upon a name for the new county, Peconic County. And they decided upon a flag.

Dan's Papers has been mostly disappointed with both. The name Peconic County is kind of ho hum and doesn't signify much. We might have done better if we had called ourselves Sunrise County or Windmill County, but Peconic County is what we got stuck with, and people still to this day advertise on their pickup truck bumper stickers that say "Peconic County."

Many locals now also have Peconic County bumper sticker flags on their cars. The design of these flags was made by what one particular artist thought a Peconic County flag ought to look like. And you can see here for yourself how it lacks much in the way of charm. It has been said that it looks like a giant Pac-Man gobbling up Shelter Island. Shelter Island is that star between Pac-Man's jaws. The other stars represent the other townships on the East End—Southold, Riverhead, Southampton and East Hampton, five towns all together comprised in the proposed new county. As you can see, they appear to be inside Pac-Man's body after, uh, being eaten, I guess.

It's time we re-thunk the flag. And so we will this week begin a contest to come up with a new design for one. We invite readers to create a new flag for the proposed county, one that we could, hat in hand, show pride in while we sing the verses to the Peconic County anthem (which sometime soon a well-known composer—Paul McCartney?—might be volunteered to create).

ABOVE: PROPOSED PECONIC COUNTY FLAG; BELOW: ARIZONA STATE FLAG

You may think it is sacrilegious to change the design chosen for the county in the past, but there is a long tradition of flags for proposed new government bodies changing over time before finally one is agreed upon by all. One early flag for America, for example, consisted of a coiled up angry snake with the caption "Don't Tread on Me." After that came a series of battle flags flown by militias, one of which was created by a Mrs. Hulbert here in Bridgehampton all those years ago for her husband's militia when it went off to fight the British at the battle of Fort Ticonderoga. Finally, they settled on the Stars and Stripes, to which we stand, put our hands over our hearts and face when the "Star Spangled Banner" is being played.

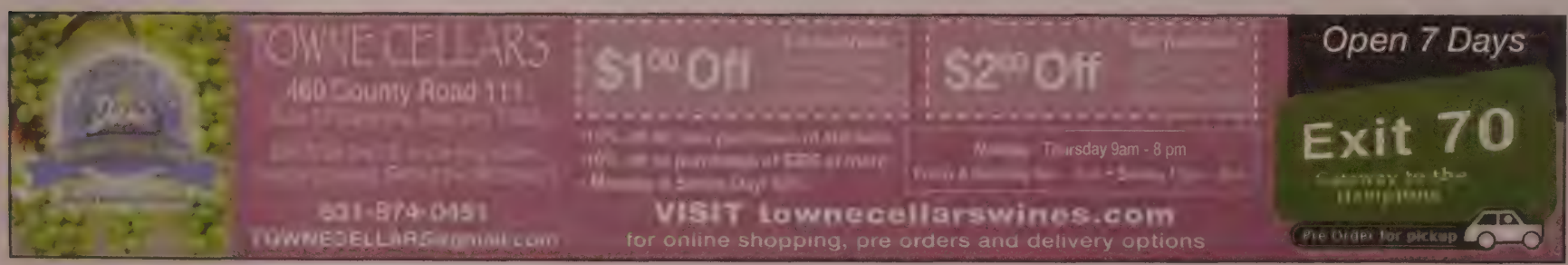
ISTOCK

But I digress. For those who want to enter this contest, I hereby offer up a list of images that might or might not be useful as part your entry. Here they are for your consideration. I hope they inspire you:

A Windmill. Sunrise. An Eagle. A gaggle of Piping Plovers. A bull. (California's flag has a bear on it. We could, honoring Wall Street moguls living out here, have a bull.) A potato. A fish or a school of fishes. A bottle of wine. A view of a vineyard. A beach. A McMansion. A deer. A trawler. A hedgerow. A lifeguard stand. A surfboard. A potato field. A farm stand. An osprey. A clam. A windsurfer. A whale. A colonial saltbox. A Tesla. A helicopter. A traffic jam. A strawberry. A great white shark. Paul McCartney. Steven Spielberg. Somebody trying to make a left turn onto the Montauk Highway.

Here, by the way is a flag I like. It is the flag of the State of Arizona. Maybe it will inspire you.

Create a full-color drawing or painting of your entry for the Peconic County flag contest and send it in to editor@danspapers.com. The contest will be open for entries until December 11, after which the winner will be selected by our readers in an online judging competition. The winner will receive a dinner for two at one of the fine restaurants here on the East End.



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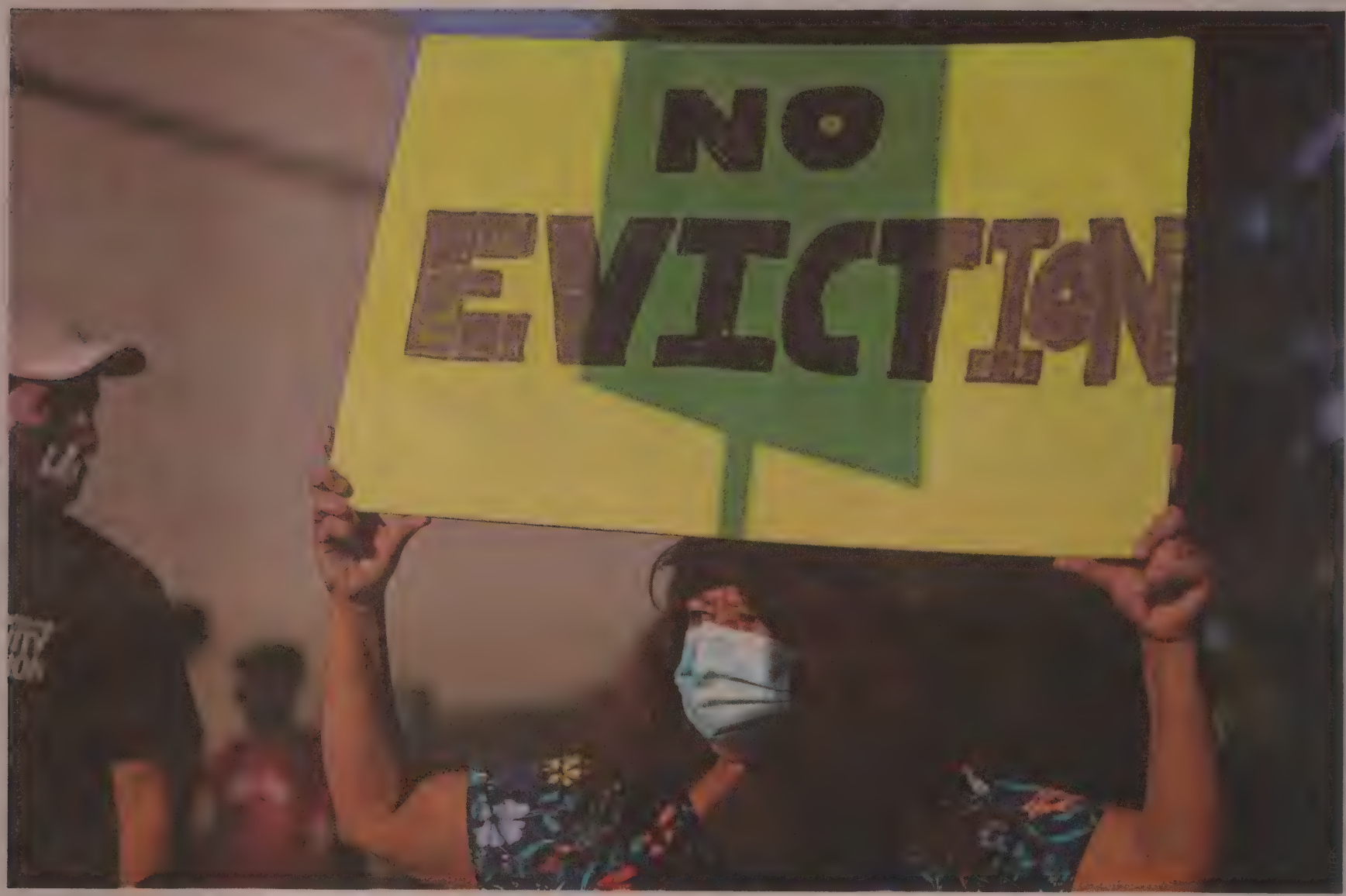
PORT IN THE STORM

The Tenant Safe Harbor Act Hits Home on the East End

BY ERIC FEIL



They might be your neighbor or somebody next to you in line at the supermarket. Could be that favorite waiter you were so happy to see when his restaurant turned the lights back on, or the owner of that store you were thrilled to shop at when she reopened her doors. You might have seen them in Montauk or Mattituck, Southold or Southampton. It makes no difference. Across the East End, people have needed help throughout the coronavirus crisis, more than you might imagine, and on levels more basic to day-to-day survival than you might know.

In the beginning of the pandemic, when it became apparent that the economic downturn would quickly put people at risk of being kicked out of their homes for an inability to make the monthly rent, Governor Cuomo issued executive orders to put a moratorium on evictions. That was fine-tuned to give way to the Tenant Safe Harbor Act in June, which assured people would not get evicted during COVID—that is, provided the tenant could show they had incurred economic hardship related to COVID.

The good intent was there. The execution, as with many such efforts, imperfect. And with the positives came the other inevitable.

Back in October, a *New York Times* story applied a question to the Hamptons. "New York State's Tenant Safe Harbor Act was intended to help those affected by the pandemic. But what if that harbor is on the fancier side?" In focusing on the story of a young woman who rented a home in Montauk from June 1 to August 8 and, according to court filings, did not pay the second half of her rent, it generated plenty of buzz. The subject was an "influencer" developing "a personal brand" and the rent due was a reported $14,450, so of course it did. According to the *Times* story, she cited the tenant protection law in communications with the homeowners, and was still in the house come September. By mid-October, after legal back-and-forths, she had finally left.

It was not an isolated incident in the Hamptons. A number of other stories came to light over the summer that shined the spotlight on similar situations, raising questions—and in many cases ire—surrounding flaws in the Safe Harbor Act and how it could lead to abuses. Questions like "Can you believe there are all these rich people not paying their rent just because they don't have to, and now they won't leave?" Which really weren't always questions as much as they were judgements, of both certain individuals and the law itself.

In some cases, advantages have been taken, it's true. That must be remedied. But lost in the kerfuffle of commentary, clever one-liners and social media outrage (some informed, some not) is another truth. That the East End is not made up of only the über wealthy or über wealthy wannabes, but is in fact also home to people who live on tight budgets, some paycheck to paycheck, who work here and raise families here and live in homes and apartments they rent year-round, not only in the summer months. The question is not only what happens when the harbor is on the fancier side, but what happens in the harbor to those who truly, legitimately cannot keep their heads above water?

"When construction was closed down and restaurants were closed down, there were a lot of people who live here on the East End who couldn't pay

their rent," says New York State Assemblyman Fred Thiele of Sag Harbor. "And having protections for them certainly warranted, and has been a benefit of, this act.

"The intent of the Tenant Safe Harbor Act is a good one," he continues. "And that is, during COVID—and obviously the numbers again are starting to go up—you didn't want people evicted out in the streets. And in addition to being difficult for individuals, it's a public health issue. I think there was good intent, and certainly for year-round rentals—for people where this is their primary residence, and they rent—you want to protect those people."

And when people who don't need that protection take it anyway, well, the whole system comes under fire. Especially here on the East End, which offers, as few other places do, an opportunity to assess in close proximity both the need for help and the opportunity to abuse it, perhaps on the very same block.

Now, a key aspect of the Tenant Safe Harbor Act that some people misunderstand is that it does not offer a free pass. "It doesn't apply automatically and doesn't stop you from owing money," notes attorney and East End real estate expert Andrew Lieb of Lieb at Law. "It just prevents eviction." Even then, a number of parameters exist.

Problem is, it does not prevent people from using the act beyond its intentions. And thus creating, in the minds of some, the belief that everyone is in some way taking advantage—which is, of course, utterly false—and taking the focus off the problem at hand. When you go picking apples at one of our local orchards, a few rotten ones don't mean the whole bushel needs to be tossed. One renter may have suffered genuine economic hardship, and they now have time to figure things out without having to worry about whether they will have a home. Another renter may have decided they simply don't want to go back to the city and would rather stay here, even though their seasonal rental is over and economics are not at issue. And thus the justifiable criticism, even from those who believe in the spirit of the Tenant Safe Harbor Act.

For his part, Thiele "didn't support the bill, because I thought it was over-broad," he says. "It should apply to primary residence where people live, so they have a roof over their head.

"Where I had a problem with the bill ," he continues, "was its applicability to seasonal rentals and summer rentals, where people have [another] place to live and they've come—whether it's to the Hamptons or the Catskills or the Adirondacks—and they've rented as a vacation home and then have used this statute as a means of either avoiding paying rent or holding over."

People need somewhere to live. They also need somewhere to make a living. The two are interwoven, a fact that led to a good deal of support in the Hamptons and on the North Fork within the business community from the start of the COVID crisis. Walking down Main Street in any village, driving by empty shopping center and warehouse parking lots during the early days of lockdown, was sobering. Locked doors and darkened windows had many wondering not just when they would reopen, but how they could afford to do so.

"When the shutdown began in the early spring, the majority of commercial landlords were very sympathetic to their tenants, even before the law was enacted," says Compass real estate agent Hal Zwick, one of the leading experts in commercial real estate on the East End. "Most tenants received either free rent, partial rent or rent abatements for the period they were closed. Once the restaurants and retail were allowed to open in June, some tenants continued to receive partial rent credits to compensate for the reduction in business and therefore profits.

"This was certainly a hardship for the majority of landlords," Zwick continues, "but some tenants have not paid rent regardless of any deal with their landlords while they have been conducting business. Legal proceedings have begun for many tenants, but they are 'on hold' until January, unless the moratorium is extended."

The moratorium Zwick references is the current January 1 deadline of Governor Cuomo's executive order extending, as his office said when he signed it on October 20, "protections already in place for commercial tenants and mortgagors in recognition of the financial toll the pandemic has taken on business owners, including retail establishments and restaurants. The extension of this protection gives commercial tenants and mortgagors additional time to get back on their feet and catch up on rent or their mortgage, or to renegotiate their lease terms to avoid foreclosure moving forward."

Every business that opens its doors offers a ray of hope. That applies to the East End community at large, the business owner and the property owners for whom charging rent *is* their business. The challenge now is how the latter two groups can both be safeguarded while together keeping restaurants, shops and the like moving forward.

"Prospective tenants are requesting COVID clauses in new leases protecting them against paying rent if they cannot be open," Zwick says. "Landlords, while again sympathetic, are engaging their attorneys to negotiate this point. And landlords and tenants alike are communicating with the insurance companies regarding business and rental income interruption. The insurance industry is reluctant, to date, to add this to policies based on the financial impact that could result. This is an ongoing dialog that is being negotiated on an individual basis."

And ongoing dialogue is exactly what's needed. Discussions continue in government regarding ways in which the Tenant Safe Harbor Act could be updated, the language tightened, to better aid the people it was intended to serve. Negotiations continue among tenants and landlords. Debates go on within the East End community as to how to best deal with the inevitable challenges awaiting. We are entering a precarious time, with many new questions to come, and others awaiting answers.

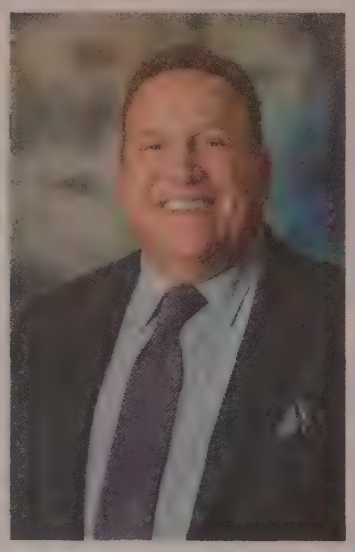
What happens when the harbor is on the fancier side? The waters still rise, and some yachts rise with it, while the vulnerable still fight to stay afloat until the storm passes.

ELECTION, MARKETS AND YOUR PLAN – WHAT, ME WORRY?!

The two golden rules leading to successful wealth preservation and accumulation are:

1. All successful investing is **goal-focused** and **planning driven**, such that **all** successful investors are continuously **(ALWAYS) acting** on a plan;

2. All failed investing is **market focused** and **current events/ performance driven**, such that **all** failed investors are **continually (episodically) reacting to current events**, the markets and short-term performance statistics.



Reacting to one's perception of election risk by reflecting one's thoughts/fears in determining portfolio strategy will likely result in a financial error from which one's wealth and even retirement will likely never recover.

There have been 21 election years since 1936. Democrats won 11 times republicans won 10. According to *Thomson InvestmentView*, **18 of the 19** election years with 10-year prospective market return data periods yielded positive results for the S & P 500. The highest returning decade (1988-1997) saw $10,000 grow to over $52,000 (annualizing at about 18%). The average annual return during both democratic and republican regimes was over 10%. *Capital Group, Strategas*, found that the average annual returns by various party control scenarios were:

1. Unified government whereby the White House, House and Senate were controlled by the same party - the S & P 500 annualized at 10%;

2. Unified Congress with President in other party – S & P 500 annualized at 7.4%;

3. Split Congress, regardless of White House Control – S & P 500 annualized at 10.4%.

Historically, the 10-year market periods beginning with an election year have been among the most rewarding.

I can hear many begin to sing that four word death song of the American investor: **"THIS TIME IS DIFFERENT!"** I respond with my four word refrain: **"NO IT IS NOT!"**

We are likely in the middle of the third and greatest secular (roughly 20 year) bull market in history, regardless of the election results. They've only ended when euphoric investors chase bubbles of historic proportion like the dotcom mania that killed the last secular bull in March 2000. They have never ended on pessimism! Interim (short) bear markets like the recent one are common during secular runs (think October, 1987).

Bull markets are born on pessimism, grow on skepticism, mature on optimism and die on euphoria.

– Sir John Templeton

As in investor, ask yourself if you feel optimistic or euphoric about the future of stocks right now! Your honest answer will confirm my point.

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Blau is president and CEO of Fusion Family Wealth, a Woodbury, N.Y.-based independent fee-only wealth management firm providing behavioral-based investment-planning strategies to high-net-worth investors.

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VOLUME VIII / ISSUE 9 / NOVEMBER 2020

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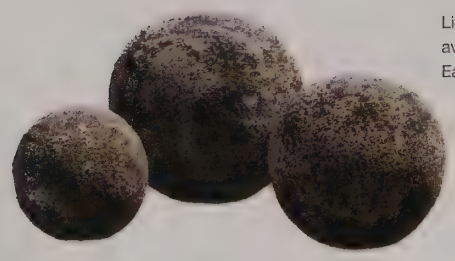

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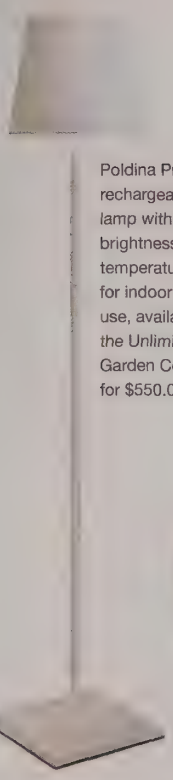
Mooni "Full Moon" LED lamp, rechargeable weather resistant multicolor light with remote control, available now at the Unlimited Earth Care Garden Concept Store for $80.00 each.

Alka Lantern, woven Willow wood outer body with glass candle holder for calming illumination, 3 sizes available now at the Unlimited Earth Care Garden Concept Store starting at $50.00 each.

Modern bronze metal deer vase, measures 15" tall x 16" long, available now at the Unlimited Earth Care Garden Concept Store for $100.00.



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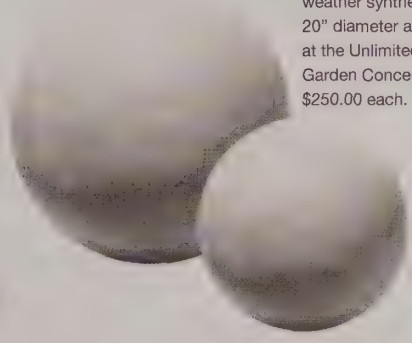
Stainless steel watering can with Ash wood handles, 1.5 gallon capacity, available now at the Unlimited Earth Care Garden Concept Store for $100.00 each.

Angkor garden spheres, all weather synthetic stone finish, 20" diameter available now at the Unlimited Earth Care Garden Concept Store for $250.00 each.



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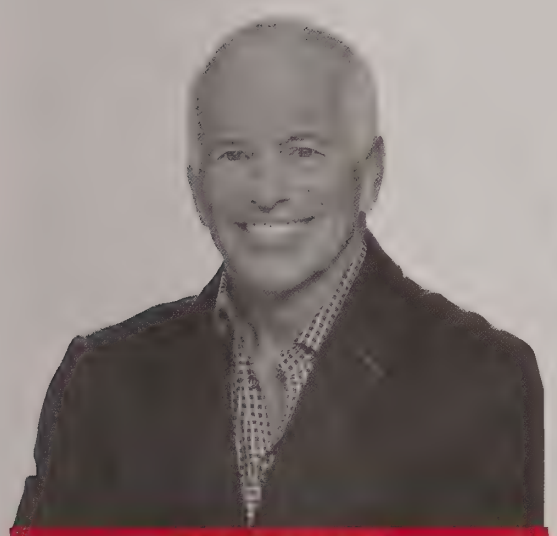
River Stone end table, measures 15" tall x 27" wide x 40" long, glossy black or Roman stone finish, available now at the Unlimited Earth Care Garden Concept Store for $500.00 each.

REAL ESTATE ROUNDTABLE

Here's to family, health and the East End

A TIME TO GIVE THANKS

Thanksgiving, a time to reflect on and share moments of gratitude great and small, is around the corner. From special times with family and friends to the spectacular environs of the East End, local real estate insiders share what they are thankful for, living and working here in the Hamptons and on the North Fork.



GARY DEPERSIA
THE CORCORAN GROUP

I'm thankful for being able to live in such a beautiful place while still being able to work productively for basically the whole time since mid-March. It's been illuminating to see how everyone in our industry has pulled together to work together during such a difficult time. It's also amazing to see how those from NYC and other areas have flocked to the East End in order to ride out the COVID storm, with many taking up permanent residence or making plans to do so. Talk about being in the right place at the right time. All of us in the Hampton real estate business and related industries certainly exemplify that old adage.

DAWN & FRANK BODENCHAK
SOTHEBY'S INTERNATIONAL REALTY

We couldn't possibly have a more beautiful backdrop to raise our kids than the East End. The sense of community here makes family life in the Hamptons so incredibly special. We are thankful and lucky to be surrounded by so much beautiful real estate and such a professional, thoughtful group of colleagues.

JUDI DESIDERIO
TOWN & COUNTRY REAL ESTATE

As 2020 draws to a close, I am most grateful for calling the East End my home. When I sit out back at the end of each day and look across to Connecticut and Gardiner's Island, I feel truly blessed. And morning coffee in my garden—heaven! I love, love, love my morning bike ride to the end of Gerard Drive, listening to '50s music and singing out loud—not well, mind you—but there's no one there to hear me. Best of all, the birth of my granddaughter, Ryana Alexandria Smith, has lit up my world in ways I have not felt in quite a while.

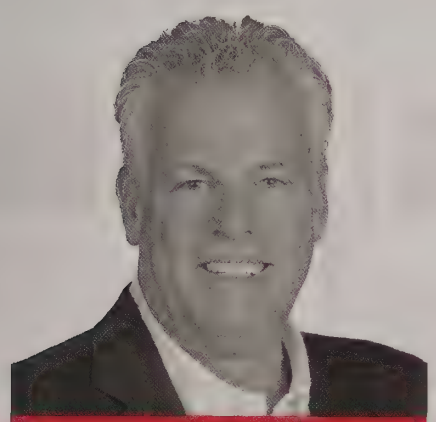
A TIME TO GIVE THANKS

REAL ESTATE ROUNDTABLE

Here's to family, health and the East End

CHRISTIAN LIPP
COMPASS

I have to say that, despite the obviously tumultuous times we have collectively experienced over the course of the last year, many things remain to be thankful for—the continued health of family and friends, the surprising ingenuity and ongoing collaborative spirit many of our colleagues in the industry have exhibited and the incredible locale that is the East End of Long Island, which provides an amazing backdrop within which to conduct business. We are truly blessed to be so busy in a time when much of the country is experiencing the polar opposite, and I personally feel obligated to work hard to accommodate as many clients as we can with that fact in mind.



THOMAS McCLOSKEY
DOUGLAS ELLIMAN REAL ESTATE

First of all, I am very thankful for my friends, family, colleagues, customers and clients' good health and safety during the pandemic. The East End became a safe haven for those fleeing the chaos in the more densely populated areas to the west. I am thankful for being able to help those in need, find safety and shelter. For some of those people coming to the North Fork, it has been a life altering experience for the positive. I find it very gratifying to have been part of the process that has an impact like that.

ROMAINE GORDON
SAUNDERS & ASSOCIATES

In the past, a call from someone looking to buy or rent a house meant I was helping them to find a place where they could enjoy sun, fun and all that our great East End community offers. Over these past months, many of the calls took on a different meaning—people needed to find a place to work, homeschool their children and shelter in place. Being a part of the East End real estate community allowed me to help people to find that place and to adjust to our "new normal." It is a great feeling to be able to help people feel settled in such an unsettling time. And, of course, I am thankful that this special community where neighbors and strangers alike are always there to help one another is where I call home.

KIM & RICK SLATER
SOTHEBY'S INTERNATIONAL REALTY

We are both fortunate enough to have been born and raised on the East End. We are so grateful for the beauty surrounding us, that will continue to bring people joy even during uncertain times. We love seeing others adore our community as much as we do. The East End is a special place, and we are thankful we get to help people find their piece of serenity here. There's nothing like it!

AIMEE FITZPATRICK MARTIN
SAUNDERS & ASSOCIATES

Thanksgiving is all about gratitude for one's blessings. While 2020 has personally been a challenging year for me, I have so much to be thankful for! Professionally, I'm grateful to be enjoying the blessings of the abundance of home sales this year (and all the wonderful new buyers and sellers I'm meeting because of it). I'm grateful that, despite how competitive the real estate business can be, I'm part of a caring and tight-knit community of local brokers who care for each other and want each other to succeed. On a personal level, I'm thankful to be living on the East End, surrounded by the beauty of nature, sunsets, the ocean and bays. At the height of COVID, my family thanked the front-line workers at Stony Brook Southampton Hospital by providing meals several times. As a board member of the Westhampton Rotary Club, I helped distribute "thank you" meals to our local ambulance workers and nursing home staff in our community. My final "thank you" goes to Saunders & Associates because we have the best management, agents and support staff out there (and also a growing GoFundMe page to benefit local food pantries at this time of year). In my book, there's definitely more joy in giving than receiving.

Legendary Broker Enzo Morabito

By Meredith Williams

DOING MY HOMEWORK, KNOWING MORE ABOUT THE MARKET THAN ANYONE ELSE, AND MARKETING WITH RESULTS.

Enzo Morabito's philosophy is simple, one developed and honed over 25 years of selling luxury Hamptons real estate. Known for his negotiation skills and ability to navigate complex deals, Morabito has earned nearly every top honor at Douglas Elliman. But what drives him is not winning awards, but the reward he finds in "staying relevant and in touch with what buyers and sellers need, and also in educating them so they can make the smartest decisions to get the very best outcomes."

His passion for learning and penchant for entertaining at the fore, Morabito shares stories and insights finding the hottest East End markets, building a personal brand, loving what you do and where you do it and more.

Life, Love and Island Living...

My family moved to Long Island from Italy when I was nine years old. I was raised in the Bellport-Patchogue area and started coming out the Hamptons to surf when I was 16. I loved it so much that I decided to move here after graduating from college, at Stony Brook, and I never left.

Several years ago, my wife, Cathy, and I decided to move to Westhampton Beach from the Sag Harbor/Bridgehampton area. We came here for our son, Alessandro, because the school district is outstanding. He's now a junior at Westhampton Beach High School.

We had planned on moving back to Sag Harbor at some point, but we just love it here so much, so we've decided to stay. We just finished building our new house in the village.

The Wonders of Westhampton Beach...

Have you seen what they have done to Westhampton Beach? It's incredible. All that renovation and construction on Main Street has been worth it. Boy, have things changed! People used to say, "Is that even a Hampton?" But now it's an incredibly hot market, and I'll take part of that credit. I bet on this area years ago and I'm happy to say that it was the right decision. Since, my team and I have been fortunate enough to capture the spirit of the market and have been amply rewarded. The Enzo Morabito Team is the top lister and closer in this area.

Enzo Morabito's impressive portfolio includes 214 Dune Road in Quogue Village, a $16 million oceanfront estate (above), and 28 Halsey Avenue in Westhampton, a 10,500-square-foot waterfront manor with incredible amenities (left page) for $9.149 million.

Scorching Sag and "The Closer Sagaponack"...

People are flocking to areas west of the Canal. In droves. For example, Hampton Bays is another area that I predicted would emerge, and it's now booming. The same for Quogue, which I call "The Closer Sagaponack." Both are rising in value, even more so in the last few months. And then there's Remsenburg. Are you ready for this? That market has exploded in this past year. We've analyzed the data and it's shown us that closings in this previously quiet hamlet are on track to more than double from 2019. The median sale price has also nearly doubled year over year—from $875,000 in 2019 to $1.599 million in 2020. That said, you can still get a phenomenal buy here on the water, and inland too.

East of the Canal, Sag Harbor is still scorching hot. And it's not just in the village. We've seen that increased interest spill over to the periphery and surrounding areas as well. Being close enough but not in the village is even better for those who love what Main Street has to offer but don't want to deal with the congestion. Another type of property that we've seen growing demand for is the large home that abuts land reserve. We've seen these north-of-the-highway properties, which until now had been undervalued, catching up to south-of-the-highway pricing and going for close to $8 million.

Planes, Promos and the Power of Marketing...

I can confidently say that I'm the #1 marketing broker in all of the Hamptons. We use everything at our disposal. It starts with the analytics—we are the most research-oriented team in the Hamptons. Period. Yes, I'm pretty good at spotting trends but I'm not clairvoyant. I'm just making sure that I am always in command of the figures and can stay on top of the data. We also place weekly full-page ads in newspapers and magazines, and use radio, the internet, Zoom, TV, sponsorships, etc. Anything that works that gets the word out and reaches our clients and customers. We even hire planes to tow banners past the beaches in the summertime. It's about educating, promoting, showing who we are and also providing a little fun. The message is serious but it's also meant to be entertaining. For example, we've had planes tow messages like "Perfect Weather Courtesy Enzo" and "What's HOT? Call Enzo." That particular one, I could tell where it was flying between Westhampton and Montauk because of the calls that were coming in up and down the beaches in real time. It was wild.

Pushing Boundaries and Oneself...

I'm competitive—in business, in sport, new experiences and in life. I'm also a former teacher, and I'm determined to continue growing and learning. If I ever got to a point where I was doing real estate without learning anything new, I'd quit.

Marilyn and Arthur on the Stairs

Historic Squirrel Hall Readies Its Next Chapter

BY TAYLOR K. VECSEY

A place with a rich history tied to East Hampton's artist colony, the Springs house affectionately known as Squirrel Hall, is on the market for the first time in 60 years.

Sotheby's International Realty has it listed at $2.475 million with agents Jenny Landey and Ethan Dayton.

For four years in the 1950s, the property was the home and art studio of Conrad Marca-Relli, a member of the first generation of abstract expressionist painters, and its location at 852 Springs Fireplace Road put it, at the time, right next door to Jackson Pollock and Lee Krasner's home and studio. The two properties are no longer adjacent, as a lot was carved out in-between later.

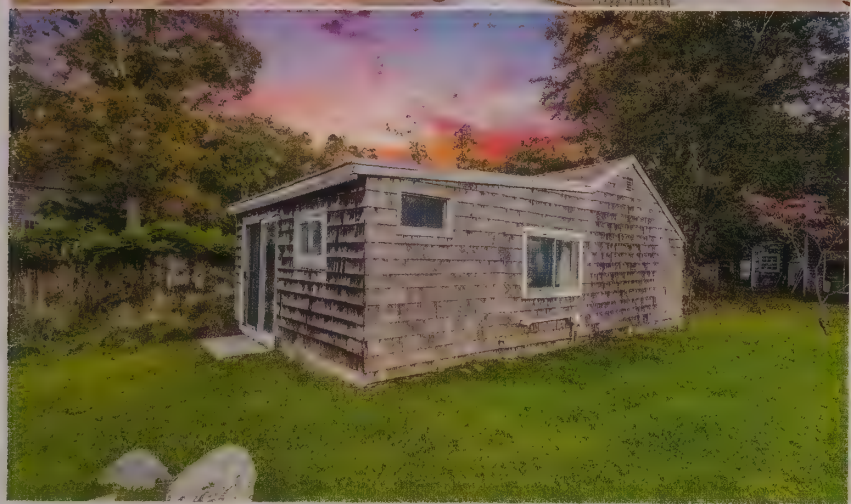
The rustic compound, which sits on 2.39 acres, is not far from the center of the small Springs community, near the Springs General Store and Ashawagh Hall. Squirrel Hall used to be a community meeting place back when Ashawagh Hall was still being used as a schoolhouse, and earned its name because it had once been ostensibly taken over by squirrels, according to a 1977 article in *The East Hampton Star* about a talk given by the Springs Historical Society.

According to the paperback book *Springs: A Celebration*, Squirrel Hall was purchased from Springs Presbyterian Church in 1910 and then later sold to help pay for renovations at Ashawagh Hall.

It was from 1953 to 1956, while Marca-Relli and his wife, Anita, lived in and fixed up Squirrel Hall, that the artist was considered one of his most creative, according to *The New York Times* in a piece about a 2011 exhibition of his work at the nearby Pollock-Krasner Study Center.

A friendship blossomed between him and Pollock and other abstract expressionists, such as Willem de Kooning, many of whom Marca-Relli had known from his time living in New York City. In fact, when Pollock was killed in a car crash along with a woman on Springs Fireplace Road in 1956, it was Marca-Relli whom police brought to the scene to identify his body. He would go on to make an abstract collage called "The Death of Jackson Pollock" and soon left the area.

(continued on next page)



CRAIG MCNAUGHTON OF NY90 FOR SOTHEBY'S INTERNATIONAL REALTY

The property has many endearing features—exposed wood beams, a floor-to-ceiling bookcase by the fireplace that the artist Conrad Marca-Reilli built himself, and a loft bedroom. Marca-Reilli's former studio, since renovated, also remains.

Cynthia Fay de Moura bought the house from another artist in 1959 and still owns it today, with her husband, Giovanni de Moura. Known as C.Y to friends, de Moura discovered Springs while working at the Guggenheim Museum and visiting the area. "I wanted it," she says. "Everything was black and white, simple—extremely simple. There was one bedroom up the stairs."

She loved the idea of it once being a meeting place for people. Her son made a large sign displaying its name that hangs on the side of the house.

Just before a trip to Siberia, where she would lead expeditions and lecture, a local realtor brought by a couple looking to rent her home. They happened to be Marilyn Monroe and her then-husband, playwright Arthur Miller.

"I was rushing off," de Moura recalls. "I didn't feel like spending a lot of time with them," but she remembers the famous couple standing in her house having a look around.

"She was beautiful. She had on a white dress, as I remember, and he was kind of sloppy-looking in khakis, as I remember. I took them into the front door and showed them where they would be sleeping, which was up these terrible, rickety stairs, and I warned them about the stairs because I had fallen up them several times." The stairs were handmade by Marca-Relli, she says.

The couple stayed for a week and there were no incidents on the stairs, as far as anyone can recall.

The house, with parts that date to the 1800s, is larger now. It includes a shingled, four-bedroom, three-bath main house and a saltbox that dates to the 1850s.

Part of Squirrel Hall was used as an addition to a house that had been damaged by a fire in 1976. "The division of, and addition to, the early structures, and their having been moved from one site to another, has made historic research and documentation of Springs difficult and controversial," *The East Hampton Star* wrote in 1977.

A friend of the de Mouras, Adelaide de Menil, an art patron, photographer and heiress to the Schlumberger oil-company fortune, gifted the saltbox to them in 2007. She donated about a dozen other 18th- and 19th-century houses and barns she and husband Edmund Carpenter had acquired (six were donated to the Town of East Hampton and now make up the new Town Hall complex).

For the move, the roof had to be cut and it was placed on a foundation, connected to the main house with an atrium, Gio de Moura says. They were also given a barn, but it was beyond restoration. "We managed to get some of the beams, which we put into out house," he says, adding that they also took old antique bricks from the de Menil property on Further Lane and put them in their backyard.

While updated and added onto through the years, the 3,000-square-foot house remains a throwback of sorts to a time when Springs was an artist colony and homes were simpler. The living room has the exposed barn beams (a large bedroom on the second floor also features the beams) with a skylight above, a brick fireplace and clerestory windows with stairs leading to an ensuite master bedroom overlooking the meadow and preserve in the rear of the property that lead to Accabonac Harbor.

"I have, many times, had the fields behind there mowed so you can go straight down to the water and swim," de Moura says.

The sitting room also holds a brick fireplace, which was built by Marca-Relli, who was said to have spent a great deal of time renovating the property. The room also has an authentic oval window and a floor-to-ceiling bookcase that stretches from the wall to the fireplace. A staircase—long repaired—leads to a loft where one of the bedrooms is located above the sitting room.

Around the same time as they renovated the house to include the donated building, they also renovated the detached building, once used by Marca-Relli as an art studio.

"It's not your regular, shiny, chrome house with a lot of glass," Gio de Moura says. The couple hopes that whoever purchases Squirrel Hall will embrace its storied past.

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QUOGUE PRIVATE WATER FRONT WITH DIRECT BEACH ACCESS | $18,800,000
Boasting sublime ocean views and direct beach access, this 14,000 sq. ft. seaside mansion is a paragon of Hamptons luxury and design. Features of this 8-bedroom, 16-bathroom home include exclusive beach rights, an in-home movie theater, private guest quarters, multiple outdoor entertainment spaces, wraparound porches, an oversized gunite pool, a hot tub, central cooling, a billiard's room with an integrated kitchenette, a gym, an elevator, a 2-car garage, a tranquil home office, and a state-of-the-art smart home and security system. WebID 1482675
PEGGY ZABAKOLAS ESQ 646-681-8804 peggyz@nestseekers.com
ZACH ELLIOTT 516-695-1547 ZachE@nestseekers.com

DISTINCTIVE AMAGANSETT RETREAT | $10,995,000
Handsome traditional with a nuanced flare; Charlie Bowsen's latest brainchild joins the marketplace in Amagansett's storied Bell Estate Enclave.In an idyllic location moments from Alberts Landing this distinctive new construction with nearly 11,000 square feet of living space, features 8 bedroom, 8 full and 3 half bathroom residence with a fully finished lower level, 5 fireplaces, a 3-stop elevator, second story water views of Gardiners Bay, pool house, manicured plantings, the heated gunite saltwater pool with infinity edge. WebID 1396425
ELIZABETH B. BOWDEN 484-653-8504 ebowden@nestseekers.com
CHRISTINE GROSSMAN 917-549-3961 christineg@nestseekers.com

BEAUTIFUL SOUTHAMPTON VILLAGE RETREAT WITH POOL HOUSE | $3,600,000
Located in Southampton village this six bedroom, five-and-a-half bathroom is modernized with an open concept floor plan, high ceilings, gourmet chef's kitchen, formal dining room, spacious living/family room with a fireplace. The light-filled master suite houses it's own fireplace, with an exceptionally designed master bath. The lower level has high two large bedrooms, a full bathroom and separate movie room. Hidden behind this incredible home is a resort like escape with a sensational patio, heated pool, and finished detached garage/pool house. This house is perfect for entertaining for any occasion, and is close to restaurants, shops, and Southampton beaches.
WebID 1606677 **JAMES GIUGLIANO 631-456-3567 jamesg@nestseekers.com**

JUST COMPLETED NEW CONSTRUCTION SOUTHAMPTON | $2,350,000
Sited on .36 acre, this 3500 SF home offers 5 bedrooms, 5.5 baths, open kitchen with large center island, open to an extensive dining area and living room overlooking the rear patios and pool area. Well-appointed throughout with all the high end appliances, custom cabinetry and moldings that make this home really stand out. The large master suite boasts his and her custom closets and designer master bathroom oasis with deep free standing tub and large shower. Smart wired throughout and eco-friendly, close to village and beaches. WebID 1402[illegible]
GEOFF GIFKINS 516-429-6927 geoffg@nestseekers.com

NEWLY UPDATED AND STYLISH | $1,300,000
The newly updated home sits on a spacious lot, with beautiful mature landscaping and lighting that highlights the home. The first floor has two well sized bedrooms and a full bath. Upstairs, you have the master bedroom with it's large bathroom, walk-in closet and vaulted ceilings. Also upstairs, there is an additional loft with it own bathroom. To the back of the house, there is an additional living room and half-bath, and the sliding door that takes you to the large deck and backyard. The sprawling backyard has plenty of room for entertaining and relaxing, with the pool set back and the pool house, perfect for a home office. You won't want to miss this one!
WebID 1608455 **SHAWN EGAN 631-599-6908 segan@nestseekers.com**

SWEEPING SAG HARBOR WATER VIEWS | $3,295,000
This is peaceful, low-maintenance living at its very best. Set within the beautiful and highly sought-after Sag Harbor Village, this home features a spacious 2,281 sqft layout with two bedrooms, two ensuite bathrooms and a half-bath. The layout is bright and modern with an abundance of natural light spilling in through the large glass slider doors. In the heart of the home sits a top-of-the-line chef's kitchen. There's a glistening 50-foot rooftop lap pool just waiting to be enjoyed along with a lounge and wet bar, the perfect place to unwind with friends while soaking up the sun. WebID 1126581
DOUGLAS SABO 516-382-5727 douglas@nestseekers.com

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OX PASTURE HISTORIC ESTATE SECTION | $22,750,000
A gorgeous 1.8 acre parcel with incredibly manicured grounds designed by renowned Landscape Architect Dean Gomolka. Perfectly positioned along Ox Pasture Road makes an ideal setting for this immaculate 15,352 sq ft home. Custom designed and built with all of the modern amenities in mind. As you make your way inside and step into the 22' ft double height entry foyer you immediately feel at home. For those enjoyable summer days there is an sunken har-tru tennis court and a heated gunite pool surrounded by beautiful bluestone patio. WebID 1329428
JAMES GIUGLIANO 631-456-3567 jamesg@nestseekers.com

NEW CONSTRUCTION SIX BEDROOM HOME IN SOUTHAMPTON VILLAGE | $3,199,000
Beautifully crafted new construction home! This beauty has an elegant, classic exterior and light-filled interiors with 5" white oak flooring and high ceilings throughout. Enter from the columned stone front porch to a foyer that leads to a den on the left or a junior master suite on the right. The generous sized dining room flows to a light filled living room which features a wood-burning fireplace with custom marble. The home's glass sliders lead to a stone patio with a heated gunite in-ground spa with room for full pool. WebID 1213630
SARA BURACK 917-246-8354 sara@nestseekers.com
J.B. ANDREASSI 631-875-6323 jbandreassi@nestseekers.com

BEAUTIFUL WATERFRONT PROPERTY WITH DOCK | $3,950,000
This newly listed 0.71± acre waterfront property in the coveted beachfront community of Southampton Shores Renovated in 2009, the existing 1,700±sf three bedroom, two bath cottage with detached garage was previously owned by Matt Lauer. The discerning buyer will find value in the ability to use the cottage as is, while taking advantage of the existing Health Department Approvals and variance that have already been granted while completing the building plans. The existing approvals also offer you the ability to quickly finalize the plans for your New Construction spanning 7,000±SF on three levels with four fireplaces. WebID 1362225
BRADLEE PHILLIPS 631-461-7431 bphillips@nestseekers.com

NEWLY BUILT MODERN-STYLE HOME IN SOUTHAMPTON | $4,495,000
This waterfront getaway is a newly built modern-style home in Southampton. With a heated gunite pool and to-be completed dock on over an acre of land. The 5,000 square foot home sits on the North Sea Harbor, providing perfect water views to its 6 bedrooms, 6 full and 3 half baths. The ceiling high windows flawlessly connect nature and interior, serving as the ultimate entertaining space. From entrance to exit this home leaves its guests in awe. The unique entrance, opens immediately into a two story stairway leading to an open concept living room with its own gas fireplace, powder room, dining area and kitchen all centrally located. WebID 1603103
J.B. ANDREASSI 631-875-6323 jbandreassi@nestseekers.com

STYLE AND TRANQUILITY IN NOYAC | $1,350,000
Enjoy Sag Harbor to the fullest in this unique and bright 3 bed, 2 bath home. With a recent 75% renovation, the property stands out for its distinct interior, high quality materials and its minimal need for maintenance. This cozy oasis is defined by its individualistic A-Frame and open layout that are enhanced by high amounts of natural light that flood the home. With the designer putting great consideration into every interior and exterior touch point,. Heated pool and outdoor living space. WebID 1624962
JACK RYAN RICHARDSON 631-278-9549 jackr@nestseekers.com
J.B. ANDREASSI 631-875-6323 jbandreassi@nestseekers.com

WATER VIEW LUXURY | $2,275,000
5-bed, 5-bath Traditional located in Montauk's coveted East Lake District; just moments from the Lake Club, a short ride from Ditch Plains and Gin Beach, town is a convenient drive away. This retreat is positioned amid a privately landscaped, 1 acre parcel with exceptional lake views. The spacious offering is comprised of 3800 SF over 2 levels of turn-key living space, with a full, unfinished basement. Fully equipped with new 20 X 40 heated pool while Sky level decking provides the sought-out spot for exciting sunset experiences. WebID 1138739
ELIZABETH B. BOWDEN 484-653-8504 ebowden@nestseekers.com
DEVIN MCENROE 845-642-9742 devinm@nestseekers.com

nternational. A rights reserved. Licensed Real Estate Broker NY rinciples of the Fair Housing Act and the Equal Opportunity Act

Holiday Decorating TO LIGHT UP The Hamptons

BY TAYLOR K. VECSEY

MEG CASWELL

Oh, Christmas Tree, Oh Christmas Tree. . . one of Meg Caswell's designs for a client. For another, teardrop evergreen swags and garland adorned with poinsettias for the staircase.

More people than ever will be spending the holidays on the East End this year, and that means dressing up Hamptons homes more than ever for the season.

Even leading up to Halloween, "Everyone decorated way more this year," says Jillian Griffiths, who runs Griffiths Property Management and takes care of estates from Montauk to Bridgehampton. It's a trend that is sure to continue through Hanukkah and Christmas, and one that goes well beyond a few lights strung here and there and a wreath on the door.

Some clients ask Griffiths to decorate their home from outdoor décor to setting up the presents and making sure the toys have batteries. "They say, 'We just want to walk-in and be like a kid on Christmas morning ourselves,'" she says. "If the Barbie Jeep needs the battery charged, we'll take care of it." Griffiths has even partnered with Meg Caswell, a Chicago-based interior designer who won *HGTV Design Star* season 6, to offer consultations virtually—Caswell offers the interior design tips and Griffiths executes them.

Holiday décor consulting is something that Dee Ann Federico, an interior designer based in the Hamptons with 23 years of experience, also provides. "It's like a holiday mini-makeover," she says. Clients will lay out all their decorations and show her pictures of what they've done in the past, and she advises on a new way to set them up or how to include new pieces.

The "holiday refresh," as she calls it, simplifies and elevates a look "by blending family favorites with updated elements that can add new spirit and sparkle to their home.

"I absolutely love to decorate for the holidays. You can really just let yourself go," Federico continues. "People have started to decorate their

DEE ANN DESIGN

Even a meditation area can be festive. Dee Ann Federico used string small string lights and metallic poinsettias to bring some holiday magic.

bedrooms, not just the public rooms in their house…There's pretty much not a room where you can't put some holiday influence." And she doesn't just mean those old-school holiday hand towels in the bathroom.

This year, Federico recommends incorporating mixed metals. "We all need that sparkle right now," she says, "and there are so many beautiful metallic finishes, from platinum to antique gold to burnished copper, in everything from ornaments in a glass bowl as a centerpiece to cozy pillows."

She has also noticed a trend toward the return of rose and pink tones in every element of design. "It has also carried over into holiday décor, with rose quartz and rose gold mixed with more traditional silver and glass in ornaments and trim. For an instant rosy glow, try a string of pink lights around your favorite mirror," she says.

Lighting can be incorporated anywhere, Federico says, noting that battery-operated string lights have been a game changer. "Everyone wants bling. Nobody who does anything doesn't love lights," she says. They can even be left out longer than the usual expiration date of Christmas decorations, she suggests, to provide ambiance through dreary winter months.

Jim Frankenbach knows a thing or two about Christmas lights. Since 2002, he has been setting up outdoor lighting for homeowners and businesses across the East End, and he is even responsible for the tree lights in the Village of Southampton. His team at Southampton Christmas Lights provide illumination for evergreen trees, blanket shrubs, wrap branches of deciduous trees with lights, and roofs.

Jobs vary from big to small, and typically he sells a customer the lights and gives a price for putting them up, taking them down and then storing them. Then the following year, they pay just for the labor. The more intricate the job, the more expensive, of course. Wrapping individual branches with white lights—by far more popular than the colorful ones—can be painstakingly slow, but the end result is beautiful.

"Some people say, 'Do Christmas!'" he says. "Make the holiday shine for me.'"

MASTER CRAFTSMAN

MASTER CRAFTSMAN

MICHAEL SOARES, OUTERLY

BARBARA LASSEN

"Right now, everybody's doing van life."

BY TAYLOR K. VECSEY

You've most certainly heard of the tiny living movement, but "van life" may sound less familiar, especially here on the East Coast. It's a subculture for those who like the nomadic, minimalistic lifestyle, turn the inside of a van into a home on four wheels and travel wherever their heart desires.

That may not exactly evoke thoughts of the Hamptons, where the McMansion was born and luxury estates have wine cellars and movie theaters in which these vans could do donuts. But like everything else that starts on a small scale, van life can indeed be luxurious, too.

Step inside the latest creation by Michael Soares, whose East End-based van conversion company, Outerly, is booked out for six months by residents dropping an average $45,000 to $50,000 to transform their Mercedes Sprinter vans into lavish, albeit tiny, homes.

The sliding door opens to reveal a van modified beyond recognition, looking more like a modern apartment. Custom-made Shaker-style cabinets and other touches create a mini-kitchen, living room and bedroom, all in one. There is shiplap on the walls, a wood ceiling, a wardrobe closet, wrap-around bed, lots of storage and even a SimpliSafe Security system. A Dometic cooler fridge is hidden in a slide-out drawer under the sink (it is removable for use as a portable cooler, too).

"Right now, everybody's doing van life," he says in his Flanders shop, where demand has quickly outpaced supply since the Northport native started his business just this year after deciding to rent out a van he custom built for himself (it goes for $400 a night on Outdoorsy, a peer-to-peer marketplace).

The process takes typically about two to two and a half months, but the COVID-19 pandemic has backed up shipping and product availability in this niche industry just like so many others, so wait times are trending more toward three months at this point.

BARBARA LASSEN

Butcher block countertops, recessed lighting in the wood ceiling, and plenty of storage are just some of the features Michael Soares packs into this converted Sprinter.

BARBARA LASSEN

Soares made Shaker cabinets customized for the layout his client chose for this van and installed hardware in a matte black.

"Literally all the products for these things are on back order. For instance, all the windows for these vans are impossible to find," pointing to newly installed T-vent windows by CR Laurence. The T-vent windows open out, allowing fresh air in, but never the rain. It's little touches like this that matter.

Soares is part carpenter, part electrician, part mechanic, part plumber and part designer. You could call him a conversion specialist. He works one-on-one with clients to customize each space to fit storage, sleeping, cooking and hygiene needs. It all starts with finding the perfect van—they range in size from 19 to 24 feet long with wheel bases of 144 inches to 170 inches, and sticker prices that start at $45,000 to $50,000, or $60,000 to $70,000 for the 4-by-4s. Soares designs the layout, orders the parts, and converts every inch before handing over the keys.

Figuring out a way to craft what a client needs and fit it into the approximately 62- to 90-square-foot spaces is like working a puzzle. In this particular van, the induction stovetop pulled out from the butcher block countertop (these are popular, Soares says, but his next client requested resin river countertops with live-edge). The client requested a hideaway shower, so a hinged countertop lifts up revealing the shower and tiled stall, and the shower curtain drops down from the ceiling.

Soares has a background in renovating bathrooms and kitchens and working as a carpenter, but he taught himself how to convert vans, starting out by creating one for himself. He began by watching videos—"and this was before living in a van was cool"—and found it easy to do. "I love working with wood," he says. "But there's a lot more to these vans than carpentry.

"This van was actually pretty tricky," he continues, as the shower and sink are located on opposite sides of the vehicle. "I had to run plumbing underneath the flooring there."

This particular vechicle has a 25-gallon water tank and a 4-gallon electric water heater, and the rig is outfitted so a hose can be attached to fill up the tank to make water available on the go.

We know, we know. You want to know where the toilet is. Don't worry, there is one. This client picked out a specific model for Soares to use—a portable composting toilet by Nature's Head, which claims to be odorless thanks to a built-in fan. This may sound provincial, but it's pricy at nearly $1,000. The toilet hides in the shower stall, under the fold-down countertop.

Power comes from a 3,000-watt inverter that turns on with a flip of a switch. Espar heaters, a little motor installed underneath the driver and passenger seats, supply heat and run off the diesel fuel, even when the van is turned off.

For cooling, Soares has been installing Nomadic Cooling's 12-volt air conditioning unit that runs off the rooftop solar system. The price tag? About $3,600. "But it's worth it," he says. "You can just go out boondocking and not have to have any source of power but solar."

So why not a typical recreational vehicle, like a travel trailer or fifth-wheel? Soares says there is a big difference. Sprinters are Class B vehicles that are easier to drive than bigger, more cumbersome RVs. They are also easier to park. "For people who are older that love camping, it's hard for them to get a rig that's 30 feet long and be okay with driving that full-time. The Sprinters, they actually drive like a normal car—you do have to take a wider of a turn, but besides that, it's a dream to drive."

While there is a movement of people downsizing to live the simple van life, these are obviously for clients with bigger wallets. For his expertise and knowledge, his base fee starts at $25,000. Depending on the amenities, parts for the conversion can cost anywhere between $20,000 and $50,000.

Timing to start the business could not have been better. In March, just as the pandemic hit, the van and his services became more in demand. He has found his customers are looking for alternatives during a time when travel is restricted. "They want to be able to travel to see family and friends without having to get on the plane," Soares says.

"But then there's the other customers, who literally live and die this stuff," he adds, pointing to a van that is on deck for work in his shop.

"They actually were living in this van with nothing in it, with just a mattress, because they love the outdoors so much—they didn't need to, they just wanted to. They started outfitting the exterior of the van while they were waiting for my time slot to be ready, and then they brought it to me, and they're super stoked on it."

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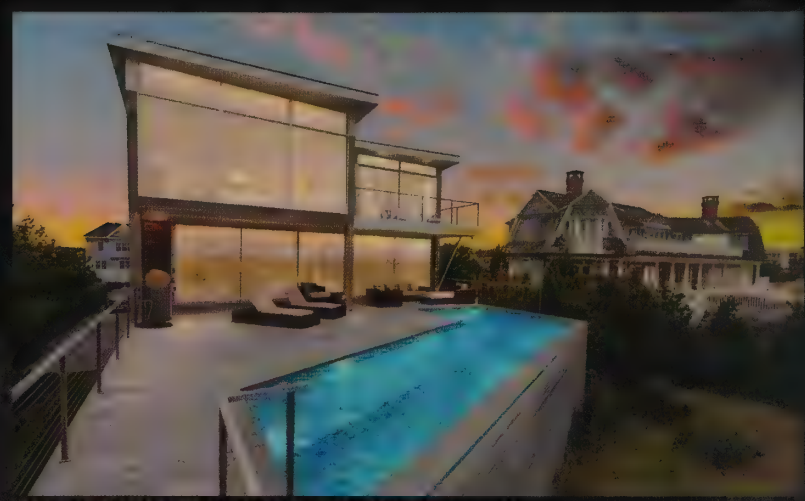
BEAUTIFUL BRIDGEHAMPTON SOUTH TRADITIONAL | $11,795,000
This designer home sits on just over 1 Acre of beautiful landscaping. The upper level offers six ensuite bedrooms and two private balconies ideal for watching the sun rise or set. With large windows and several pairs of French and sliding glass doors, the amount of natural light flowing through this house is unmatched. A spacious living/ family room is situated in between the formal dining area and another living area which could easily be used as a study or office. Perfect for entertaining the porch has a mini outdoor kitchen with a custom built-in grill, sink, and mini fridge- overlooking the expansive backyard and heated gunite pool. WebID 1626011
JAMES GIUGLIANO 631-456-3567 jamesg@nestseekers.com



OCEANFRONT MODERN IN WESTHAMPTON BEACH | $7,999,000
Experience one of the ultimate Hampton getaways with one of the most modern oceanfront [illegible] Westhampton Beach. At 4,200 Sqft. this 5 bedroom and 5 and half bath home offers plenty of space for [illegible] friends and guests. The entry foyer leads to an en-suite guest bedroom (office/den), powder room and [illegible] kitchen and dining space. The spacious chef's kitchen opens up to the dining area and showcases top of the line appliances . The ten person dining space sits right in front of the gorgeous retractable glass wall, [illegible] turning an in-house dinner into dinner at the beach. WebID 1587994
J.B. ANDREASSI 631-875-6323 jbandreassi@nestseekers.com

SOUTAMPTON MODERN HOME | $4,250,000
Located on sprawling 2 acres, 5,900 SF of spectacular living space. The main floor encompasses 11ft ceiling living room, dining room and kitchen with lounge area, all with fireplaces. There are two private guest suites and baths to complete the first floor. The floating steel and oak staircase takes you to the second floor where there are two additional guest en-suite bedrooms, and a grand master suite with its own sitting room and fireplace surrounded by windows with views of the property. The third floor has a private study with bayviews. The grounds are magnificent with a delightful outside sitting area, large mahogany terrace overlooking the gunite pool.
WebID 1385939 JAMES GIUGLIANO 631-456-3567 jamesg@nestseekers.com

SPRAWLING WATER MILL TRADITIONAL | $2,650,000
This classic 6 bedroom 6 bath Water Mill traditional sited on 1.1 acres located across the field from an iconic horse farm and multi-million dollar newly constructed homes encompasses many amenities for enjoyment. This home has a wonderful layout for everyone to come together and entertain and enjoy each others company, and then depart to their own wing for some needed privacy and downtime. Heated gunite pool/ spa with waterfall surrounded by 3,000 square feet of pavers for lounging and entertainment. Pool house with a living room and full bath WebID 1503262
LYNNE LEAHY 631-838-3098 lynnel@nestseekers.com

NEWLY LISTED IN SOUTHAMPTON SHORES | $2,695,000
Natural light floods through the first floor of this beautifully appointed, recently renovated four bedroom home offering the new owner with amenities such as Sonos, renovated baths and high-end stainless steel appliances in the kitchen. The first floor offers an en-suite master bedroom, guest bedroom, full bath and laundry with an additional two guest bedrooms and half bath on the second floor to complete the main house. The patio off the back of the main house offers a serene outdoor dining space, along with a pergola for outdoor entertaining overlooking the beautifully landscaped grounds that lead back to the 18x36 heated pool and newly built state of the art pool house. WebID 1362224
BRADLEE PHILLIPS 631-461-7431 bphillips@nestseekers.com

EAST HAMPTON HIDE AWAY | $2,280,000
An incredible contemporary home with a heated pool sits on 1.70 acres. Fully furnished and beautifully decorated to make you feel like you are living in luxury. It's central between the villages of East Hampton & Sag Harbor. It has high vaulted ceilings that brings in alot of light throughout the home. It has four bedrooms, three and half bathrooms, fireplace, & wraparound deck. The stairs leading down to the pool makes you feel like you're in paradise. Pool heater is less than 2 years old, pool is vinyl. 3 zones AC 1 upstairs, 2 down stairs. Has a soft water system and auto sprinklers. This beautiful staged home comes with all the furniture. WebID 1624960
SIMONE DOROSKI 631-381-2182 simonedi@nestseekers.com

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WATER MILL CONTEMPORARY | $6,995,000
7 bedrooms and 7 bathrooms in the Southern part of Water Mill, where you can enjoy the best of tranquil spots in the Hamptons. This property is surrounded by well manicured landscaping. Spacious dining room making serving easily accessible from the kitchen offering enough space for eight guests. Other amenities include a modernistic movie theater, entertainment area, and a room dedicated to wellness and fitness. An amazing location where the Village of Bridgehampton as well as Bridgehampton's pristine beaches are just a mile away. WebID 1297522
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SLEEK AND SOPHISTICATED WATERFRONT OASIS | $3,995,000
Stunning views over 1.2 acres. The three level home seamlessly combines indoor and outdoor living, capturing sunset views from every angle. The newly constructed 6 bedroom 6 full and 3 half bath home with unique hybrid pool/jacuzzi, bluestone terraces, and expansive 3 levels is the epitome of sleek modern design with floor to ceiling windows framing nature and an open living concept. The gorgeous entrance has a suspended architectural stairway leading into a living, dining and den highlighted with high ceilings. All working with 180-degree views of North Sea Harbor's protected land. WebID 1603104
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AMAZING MONTAUK BEACH PROPERTY WITH INCREDIBLE WATERVIEWS | $4,500,000
View this amazing Montauk Beach property with incredible water views. This beautiful 13 room home with 7 Bed | 6 Bath with approx 5000 sqft sits on just under 1 acre of property adjacent to the beach. With 3 Fireplaces, a 2 Car-Garage and an In-Ground Pool this home has so much to offer including expansive wrap around porches with stunning water views that cannot be matched. WebID 1633119
DYLAN ECKARDT 631-353-2845 dylane@nestseekers.com

WATERFRONT SOUTHAMPTON ESTATE ON PRIVATE PENINSULA WITH 85FT DOCK | $10,995,000
Boasting sublime ocean views and direct beach access, this 14,000 sq. ft. seaside mansion is a paragon of Hamptons luxury and design. Features of this 8-bedroom, 16-bathroom home include exclusive beach rights, an in-home movie theater, private guest quarters, multiple outdoor entertainment spaces, wraparound porches, an oversized gunite pool, a hot tub, central cooling, a billiard's room with an integrated kitchenette, a gym, an elevator, a 2-car garage, a tranquil home office, and a state-of-the-art smart home and security system. WebID 1478580
PEGGY ZABAKOLAS ESQ 646-681-8804 peggyz@nestseekers.com
DANIELLE LISE DESROCHERS 917-559-7777 DL@nestseekers.com

WESTHAMPTON BEACH OCEANFRONT HOME ON DUNE ROAD | $3,199,000
Post Modern home offering cathedral ceiling living area with fireplace, dining area, kitchen with granite counters, junior master bedroom with bathroom and a powder room. The second floor offers 2 bedrooms, a full bath and the master suite with bedroom and private balcony. Additional amenities include central air conditioning, garage, a spacious deck, sprinkler system and outdoor Jacuzzi spa. To top it all off, you will have a private walkway to the beach! With room for a swimming pool, and approved plans in place to expand to 7 Bedroom, 5 Bathroom Home,and the potential to add third floor loft and sixth bedroom too. WebID 1633121
SARA BURACK 917-246-8354 sara@nestseekers.com

WATER VIEWS IN SOUTHAMPTON NORTH | $1,295,000
This beautiful 1,850sqft home sits on 1.1 acres of land planted right in front Big Fresh Pond. 3 bedrooms and 2 full baths home with room for a pool this property is a water lover's dream, a private dock just across the street gives the owner unlimited access to the water at any time, during any season. With a large family room facing a wall of windows straight out to the pond, every morning can be spent enjoying coffee while watching the sun bounce off the water. WebID 1637483
JACK RYAN RICHARDSON 631-278-9549 jackr@nestseekers.com
J.B. ANDREASSI 631-875-6323 jbandreassi@nestseekers.com

HEDGES INDEX

GIVING THANKS FOR 26

Celebrating Thanksgiving on November 26 this year makes the annual day of gratitude even more special than it might otherwise be, with the holiday's most significant moments in history also taking place on this date. In numerology, the number 26 is complex, representing teamwork, harmony and ambition, all characteristics that represent the spirit of Thanksgiving. In celebration, let's raise a glass to the number 26 across the Hamptons and North Fork, and toast the beautiful, bountiful East End!

First nationally celebrated Thanksgiving, as proclaimed by George Washington **November 26, 1789**

First Thanksgiving celebrated annually on the last Thursday of November, as proclaimed by Abraham Lincoln **November 26, 1863**

Date Sag Harbor Village was incorporated **March 26, 1846**

Year Carl Fisher purchased 9,000 acres of Montauk land for $2.5 million and began building the Montauk Improvement Building, Montauk Manor and Montauk Tennis Auditorium **1926**

Total area of Dering Harbor Village **0.26 square miles**

Elevation of Southampton Village, East Hampton Village, Noyac, Sag Harbor **26**

Population of Sagaponack **260**

Listing price of a wooded one-acre East Hampton North property in 1979 **$26,000**

Approximate distance from Orient to Riverhead **26 miles**

Average work commute for Shelter Island, Tuckahoe and Flanders residents **26 minutes**

Cost of 26 Roast Vermont Turkey Dinners at Ruschmeyer's in Montauk in 1967 **$97.50 ($3.75 each)**

Number of hamlets and villages in the Hamptons **26**

BY DAVID TAYLOR

EAST HAMPTON

Dramatic Four-Seasons Retreat

6 BEDROOMS | 6.5 BATHS | 5,000± SQ. FT. | GUNITE POOL | BUILT & CURATED BY DESIGNER/BUILDER JEFF ROSEN

This home and property were conceived and executed to provide the owners with the ultimate four-seasons lifestyle. Just on the edge of the village, a five minute walk to Red Horse Market (the 'in-the-know' best market) and a five minute bike-ride to Georgica Beach (the in-the-know best beach). This dramatic mini-estate was meticulously built and curated down to the linens by famous Hampton's designer/builder, Jeff Rosen. The L-shaped home wraps an expansive blue stone terrace that becomes the heart of outdoor living and a truly private refuge.Seven bedrooms, including a romantic vaulted ceiling master with luxurious bath. The gunite pool is at the top of the property with great sun exposure, outdoor fireplace, kitchen, bath, and contemporary fountain creating the ultimate antidote to the urban jungle. A perfectly appointed Chef's kitchen provides every modern amenity, while the rope swing hanging from the 100 year old Oak takes you back to lazy days gone by. The 10' ceilings lower level includes a media room, guest suite and private gym. Pictures simply do not do justice to this one-of-a-kind property.

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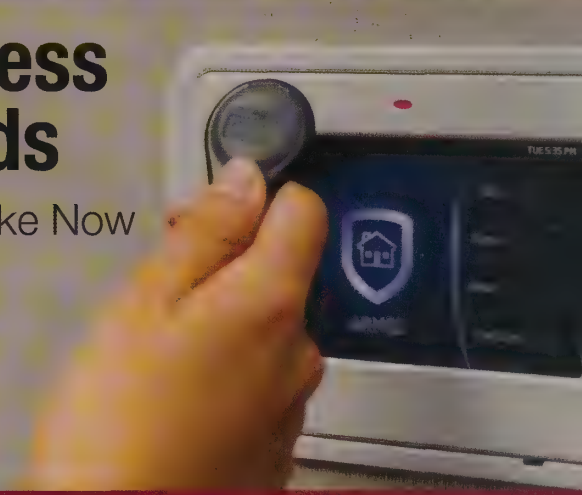

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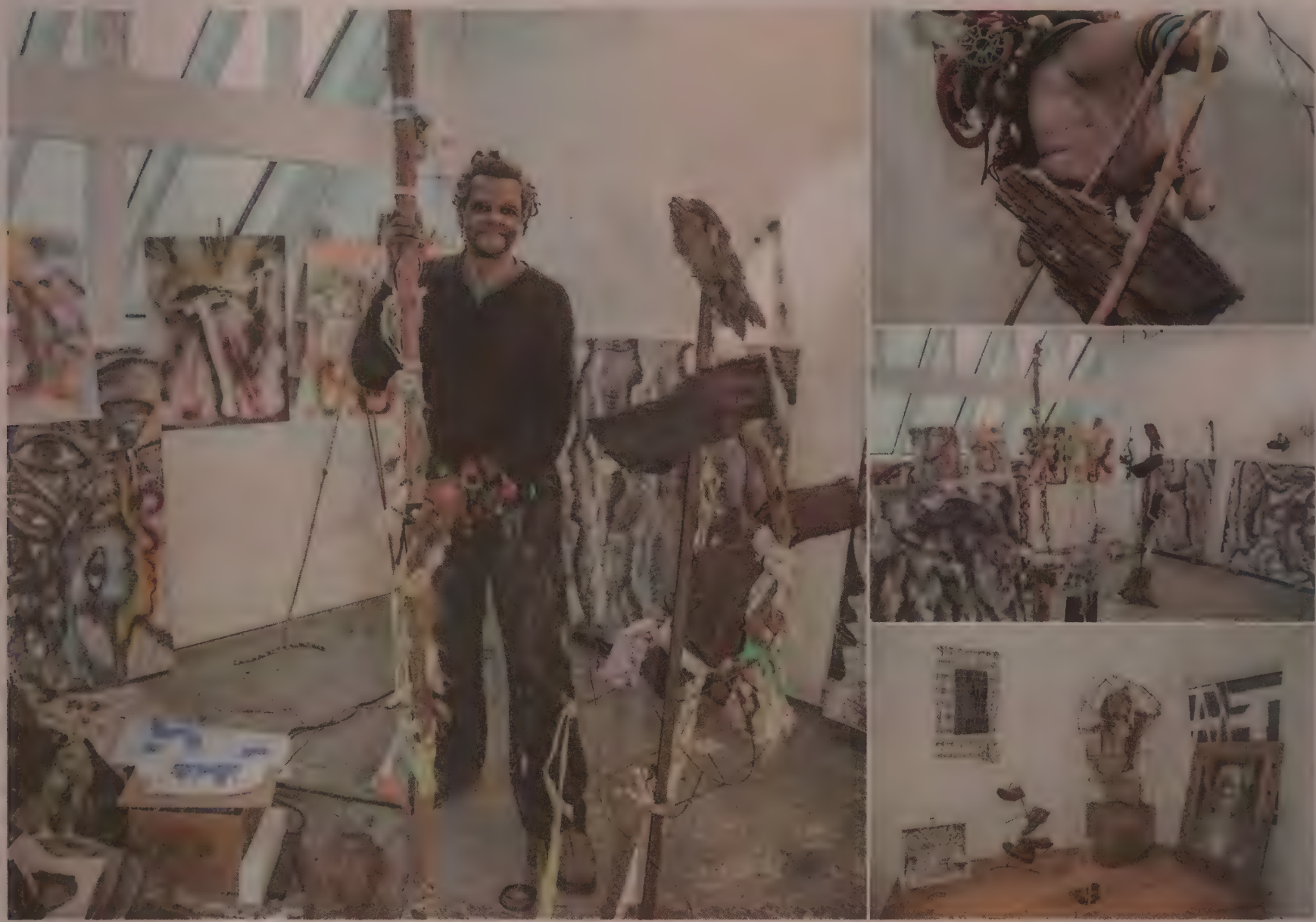
Art Finds Lonnie Holley at the Elaine de Kooning House



BARBARA LASSEN

LONNIE HOLLEY'S WORK INCLUDES PAINTINGS, SCULPTURE, FOUND-OBJECT ART AND MORE

BY LEE MEYER

To hear Lonnie Holley's life story is to hear a million folk tales that all happen to be true. Taken from his mother in Birmingham, AL at a young age, Holley was put to work as early as 5 years old, picking up trash at the traveling carnival and raised among burlesque dancers. His colorful, challenging beginnings led to a life of remarkable art and creation. Holley is currently the artist-in-residence at the Elaine de Kooning House in East Hampton, and will appear at Guild Hall on Sunday, November 22.

Holley, who hadn't been to Long Island before the residence, is inspired by the beauty of East Hampton's Northwest Woods. "It's a maze of a place," Holley marvels. "I was thinking about just seeing it from a helicopter or something and experiencing the island itself, but so far the lifestyle of the island is pretty exciting." Holley has often gone outside in the early morning hours and taken in the beauty and bounty of the land. "Having the acres around [the house] and the type of growth that it has around it, it's inspiring. Because once you've been in the city and you get so used to the hustle and bustle of the city—one would say the concrete jungle where there's hardly any real interaction with nature like this—the island itself has a way of taking you to another appreciated level of what our ancestors discovered when they got here," he says, before correcting himself. "Encountered. I wouldn't say discovered."

Talking to the artist, who still has a sense of wonder about him after decades of hard work and art, it's clear he sees the world differently than other people. "I have to look at [Long Island] almost as a wildflower," he says. "We had a couple of nights where it's just been rainy and when it's dry, I go out and move around to the woods. It's just beautiful to see and experience the aftermath of life because everything has an aftermath of life. We've got to remember that as humans. We have to respect that."

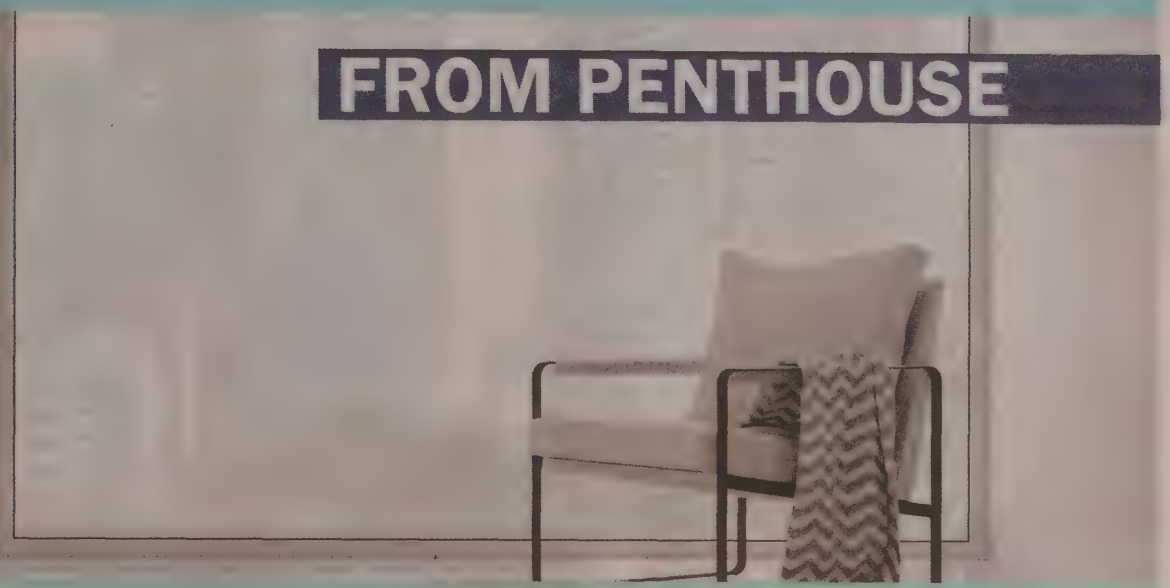
> *"It makes me happy when other people are happy.*

At the Elaine de Kooning House, Holley is working on a number of paintings, sculptures and his signature found-object art. Holley's early years working the carnivals in the Appalachians, cleaning up trash, helped inspire him to create art from discarded objects. "In a sense, if you look back over my life, my experience with found objects—a lot of people say trash, garbage, debris—is what is left over from the state fair," Holley explains. "Even before the state fair is completely put together. You see a lot of human efforts to use their skills to put different things together and tear them back down. In that process, things get old and get thrown away. From that experience, I imagine my younger, more childlike experience was taking in the information but not being able to tell what I was seeing."

Holley is also an improvisational musician. His wide set of talents led to a collaboration with Matt Arnett, son of art collector William Arnett, who was an admirer of Holley's art since the 1980s. "When William Arnett saw my environment, this is what he saw. He saw so many different...he didn't see one artist practicing painting. He didn't see one artist practicing painting or one artist practicing sculpting. In me, I was having all those things going on," Holley explains. "I can't do anything else but smile about it because it makes me happy when other people are happy." Matt has helped Holley record his music, which Holley will perform at Guild Hall.

With a huge body of work, both visual art and music, it's easy to say that Holley has found great success. But Holley doesn't like the word. "I don't say success," he says. "I think sometimes we allow success to get in the way because we think, 'I've succeeded, I'm a billionaire,' yet there are still trillions and zillions to accomplish. How many grains of sand could I hold in my hand? I like to appreciate the amount of what I've held in my hand."

See Lonnie Holley in a virtual performance at Guild Hall on November 22. Visit guildhall.org for more information.



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Arts & Entertainment

Art Seen

BY LEE FRYD

SOTHEBY'S EAST HAMPTON: INVESTMENT ART FOR ALL

LEE FRYD

In these uncertain times, the new outpost of Sotheby's Auction House in East Hampton reminds us that art is forever. Owning it nurtures the soul, and is also good for the bank account. "Art has been performing extremely well in the past 20 years, especially for collectors at the high end, both as an index and as a very stable and profitable investment," says Sotheby's Vice Chairman of Global Fine Arts Brooke Lampley. "Increasingly, our collectors are no less passionate, yet are equally attracted to the diversification of their asset classes. As people spend more time at home, reflecting on their surroundings and intimate lived experience, they are buying art more."

And so, the highest end art dealers have followed their clients to the Hamptons. Sotheby's opened in June, synchronistically alongside the Skarstedt, Pace, Van de Weghe and Michael Werner galleries, as Art Basel went digital. After all, as sophisticated as art online sales have become, there is nothing like standing in front of a painting.

We visited the very engaging Nicholas Cinque, Sotheby's Director of Private Sales, at the airy East Hampton Newtown Lane space over which he presides. An Amagansett native who credits a Ross School education for his art history enthusiasm, Cinque has adeptly adopted the institution to the East End. "With our massive windows, floor through space, staying open every day and lit at night, it's a 24 hour experience," Cinque says. "The public can encounter masters of post-war and contemporary art in an accessible, health conscious format...in July, for example, with flip flops and Babette's smoothies. I think it's pretty cool that you can see a 1960s Picasso from the sidewalk. And we make a point of rotating material."

NICHOLAS CINQUE, SOTHEBY'S PRIVATE SALES DIRECTOR

Sotheby's displays are equally engaging. "How things interact has been a big emphasis for the space and throughout the company," Cinque says. "We have a cross section of artists in moments throughout our history and we eschew the sterile white gallery format. Instead, there are vignettes of design and multidisciplines, where you see it coming together in a livable setting.

LENNY STUCKER

"For a recent evening sale, we displayed major works by Clyfford Still and Basquiat, with elements of 20th century furniture design, as well as a set of Avanti cars. Right now, we have a George Condo next to a Picasso, a Damien Hirst next to a Warhol, Jacques Ruelland ceramics displayed on a Pierre Jeanneret desk, with a Serge Mouille lamp. Downstairs, you have the African tribal mask with the Bertoia 'Bush' (sculpture) with the Jonas Wood print on top of the Nakashima side table."

There is also a range of price points, "from $5,000 to $5,000,000," according to Cinque. With Hamptonites buying at all levels, Sotheby's has extended their lease to October 2021 and is following their collectors to a space in Palm Beach. "It will imitate this model of presenting art, design, watches and jewelry in the buy-it-now, immediate format," Cinque notes."That's what is so special about Sotheby's. There are very few places you can buy an Ed Ruscha painting, a Rollex watch and a Jean Royère table, all under one roof."

This Week's Cover Artist: Max Moran

BY LEE MEYER

Max Moran returns with another timely *Dan's Papers* cover. Moran discusses how the seasons affect his painting, his shifting "perspectives" and more.

A SELF PORTRAIT

What was the inspiration for this piece?

Two empty chairs in my backyard where the lawn meets the woods, bushes and trees. This shows the struggle for survival in the wild growth behind them. There will be a lot of empty chairs this holiday season. It may be for the best that they are unoccupied this year so they can be sat in and used next season and in years to come.

How do the changing seasons affect your work?

The sun is at lower angles right now creating longer shadows. There is a more varnished look to the color spectrum. Each season emphasizes a different part of the color wheel.

Talk about your love of the Hamptons.

It doesn't take long to understand why generations of artists have been drawn to the region. The people, fashion and trends may change but the light, sea and spirit remains the same.

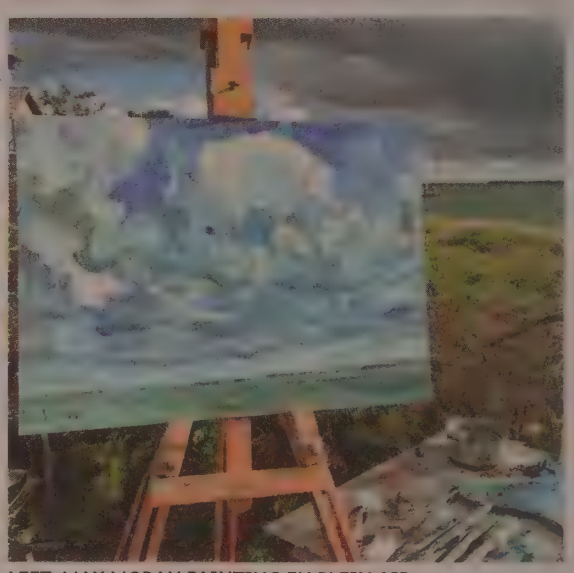
How has this year changed your perspective on art, if at all?

In third grade, Mr. Gray arrived at Westgate Elementary School on Thursday afternoons to give us art lessons. He set up a still-life, which included a quiver of arrows. I was struggling with how to draw the arrows so they appeared to be receding into the arrangement of objects. When I showed him my drawing he replied, "Ah...you just discovered perspective." I was not sure what he meant, but I remembered the lesson. Living through these last eight months has provided another lesson in perspective none of us will soon forget. Sometimes we are at our best when things appear to be the worst...although it may not feel that way at first.

The global pandemic has changed many things, but I still find reasons to celebrate while painting the East End and sharing the art with friends and patrons. How best to exhibit the art has been different this year. I have enjoyed connecting more personally with patrons through studio visits where collectors and painters can enjoy a glass of wine and a more in-depth encounter with the work. The silver lining has been an enjoyable experience for both.

Tell us about your new studio.

Despite the shutdowns and unusual rhythms of this year I managed to build a new studio on the property here in Baiting Hollow. The new space provides a unique setting for encountering the work. The smell of oil paint, rolls of unstretched canvas and various tools of the trade are always interesting to take in. The creative environment sometimes allows visitors to think of the work in a different way. Paintings are not just the photos we see on the screen of Instagram, Facebook or a website.



LEFT: MAX MORAN PAINTING EN PLEIN AIR

Visit Jedediah Hawkins Inn of Jamesport, aMano of Mattituck and Lieb Cellars Tasting Room in Cutchogue for rotating exhibitions of works by Max Moran. Work can also be viewed at maxmoran.com and by calling 631-902-7537 for studio appointments.

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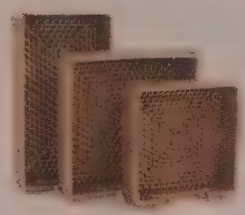

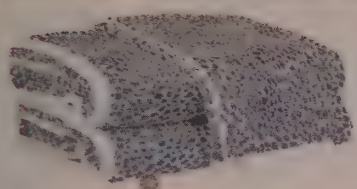
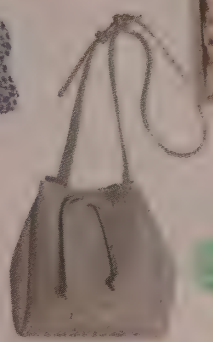
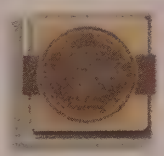

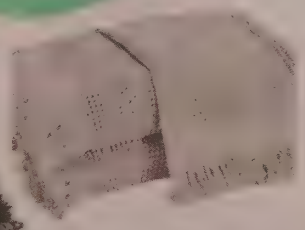

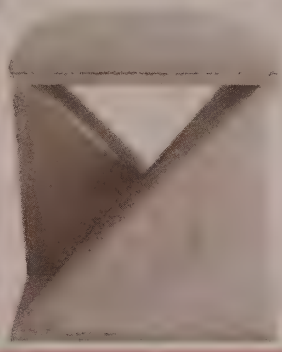

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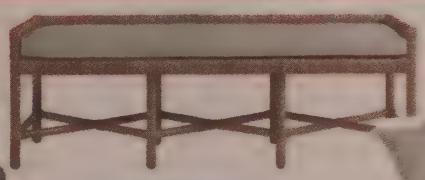
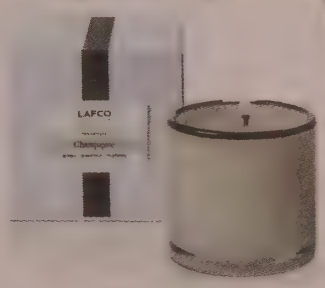

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Demarchalier Brings NYC French Bistro to Greenport

COURTESY LAWLOR MEDIA

DEMARCHELIER'S NEW GREENPORT BISTRO OFFERS CUISINE WITH A FRENCH FLAIR

BY ERIC FEIL

The streets of Greenport have a particular air about them, that small-town kind of feel you get walking through a neighborhood where somebody is going to know your name and give you a wave or a smile. Local shops and art galleries and restaurants, they all exude it.

"A feeling of comfort, welcoming, no judgment, a feeling of family, a cozy place where you always feel at home." That is exactly the vibe Emily Demarchalier had in mind when she decided to bring the new eponymous French bistro to Greenport, and the reason guests say it already exudes a feeling of having long been part of the local fabric, even though it only opened its doors to diners a few weeks ago.

Yes, you read that right. *New*. A few weeks ago. In a time when businesses cut from myriad cloths are facing challenges to stay open like never before, the sign of hope and promise that comes from a new venture cannot be understated.

Yet the Demarchalier name itself is not new to the waterfront village. You may recognize it from the restaurant at The Menhaden hotel, where they have been serving fine French food since June, as delays for the bistro's originally planned April opening were exacerbated by COVID-19. And it actually goes a bit deeper than that.

"I grew up going to Shelter Island in the summer, since I was born," Demarchalier says, "and I really saw the evolution of Greenport in the past few years. I've always wanted to have a business out here," she continues, noting that as the culinary scene has grown and Greenport has become a dining destination, the one thing it distinctly lacked, she says with wonder, was a French bistro. "There's not *one* on the North Fork."

> *A feeling of comfort, no judgment, a feeling of family, a cozy place where you always feel at home.*

And suddenly, there is. And it is very much a family affair. The tradition is carried over from the Upper East Side bistro her parents ran. Emily and her brother Benjamin are partners in both Greenport spots. "My staff from the city chose to move out to Greenport to work for me here, and that makes it easy to bring that same neighborhood, familial feel to it," she says.

And just as in NYC, the walls are adorned with paintings by her father, Eric. As always, they are for sale, a sort of ongoing gallery show for diners. "He's been painting for over 20 years, and we've been showing his artwork in the restaurant for at least 10 or 15 years, and we're going to continue doing that. He's retired and painting more than ever."

The bistro menu is also classic Demarchalier, such fare as steak tartare and charcuterie, duck confit and cheese fondue, nods to the famed New York City spot that closed in 2019 when landlord decided to develop the real estate on the corner where the restaurant had stood since 1978. Dining at the bistro will be a distinct experience from The Menhaden, where offerings will continue to be more in the formal dining vein.

"We don't have much crossover on the menus—even items like the escargot will get different presentations in each place," Demarchalier says. "The bistro is a much more relaxed, casual small space. Greenport is a walking town, and people like to sample a lot of different places. So I geared my menu at the bistro toward that."

The food, the cocktails and wine list, the vibe, the vision, the warmth, the history. It is all in place, ready to meet the unknown that lies ahead. "Obviously, it's not ideal to be opening any restaurant on the East End *in November*," Demarchalier says with comic inflection, "but there are a lot more people out here, and a lot of restaurants are preparing to close for a few months come January and February. And I'll be there for the community."

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Food & Drink

FOOD Seen

Time to Enjoy Thanksgiving Dining on the East End

BY HARRY POWERS

The holiday season is fast approaching, and it seems like people are skipping right over the most delicious holiday of the year—Thanksgiving! Don't worry, we get it—prepping and cooking a meal like that seems like a pretty daunting task right now, but we've got you covered. These eateries are doing the legwork for you so all you have to do is eat and enjoy!

Who said you have to eat turkey and stuffing to celebrate Thanksgiving? Open on the holiday, **Scarpetta Beach** at Gurney's in Montauk delivers their Manhattan flagship's signature classics as well as seasonal dishes and fresh seafood selections alongside a world-class wine list. Every table has a panoramic view of the ocean, providing a night out sure to be remembered! Start with roasted cauliflower served with salmoriglio and herbed breadcrumbs before moving to short rib and bone marrow agnolotti served with pistachio ganache, plum compote and white peach sorbet, or the espresso budino served with salted caramel, chocolate biscotti and hazelnut gelato.

Moving east to west, **Nick & Toni's** in East Hampton will be celebrating Thanksgiving with a special "Thanksgiving at Home" menu. All orders must be placed by Friday, November 20 at 3 p.m. and pick-ups will take place on Wednesday, November 25 between 2–5 p.m. The restaurant will be closed on Thanksgiving. A selection of wines will also be available. Orders can be placed by visiting nickandtonis.com. The a la carte menu, designed to serve four, is subject to change and includes an antipasti, sourdough boule, two salad offerings, artisanal cheeses, affettati misti, Murray's turkey braciola, butternut squash and ravioli lasagna, several sides such as sweet potato maple puree and sweet sausage, fennel and leek stuffing, and for dessert their signature tartufo, sorbets, gelatos and biscotti. That's a bona fide feast!

The Highway Restaurant and Bar in Wainscott has Thanksgiving items available for pre-order: a $225 meal package for four to six people that includes a choice of kale or Caesar salad, eggplant parmigiana, roasted chicken and an apple crumble. There's also a kids menu for $100 that feeds four and includes Caesar salad, choice of chicken fingers or penne with vegetables, and chocolate chip cookies! Other items—an apple pie, large side of cranberry sauce—are available via pre-ordering through November 23 for pick up on November 25 and 26. Bonus: Rent the entire restaurant for a dine-in experience—comes with a chef. Call the Highway for details at 631-527-5372.

ISTOCK

Lulu Kitchen and Bar in Sag Harbor has a family-style dinner at $42 (plus tax and tip) per person from 12–8 p.m. on Turkey Day. Look for turkey, stuffing, cranberry sauce and sweet potatoes. The meal is also available for take-out and comes with a baguette, house salad and apple croissant crisp. The cost is $140 for two or $280 for four and must be ordered two days in advance.

L&W Market, Almond Restaurant's intrepid sister operation in Bridgehampton, will lovingly prepare your turkey, sides, apps and dessert. Orders can be placed online for pickup on Wednesday evening or Thursday morning—it doesn't get any easier than that! Start with a Mezze Combo of citrus cured olives, beet hummus, lentil yogurt spread, eggplant walnut dip, whipped feta and flat bread and an order of creamed herring! Don't forget the pumpkin or wheatberry vegetable soup before moving to a free-range heritage breed turkey—ready to cook, brined, buttered and trussed—with sides of yakatori glazed sweet potatoes, roasted cauliflower with pomegranates and pine nuts, and roasted delicata squash with maple syrup. End with a sweet treat of Almond's famed pot de crème and be the hero of the holiday.

For those who want to spend the evening in their pajamas (trust us, we get it), **Green Hill Kitchen and 'Que** in Greenport has your back, offering a special a la carte menu in celebration of the holiday. Place your order ahead of time and pick it up on Wednesday with easy to follow heating instructions. Order a smoked or roasted whole turkey, turkey breast only, or a smoked ham. If you're interested in the whole kit and caboodle, pick your choice of ham or turkey, choice of stuffing, one of every side and dessert.

A Slice (or 10) of Pie to Try This Holiday Season

BY DAVID TAYLOR

Pie is undoubtedly the dessert of the holiday season (sorry fruitcake), and as such, November and December should be spent tasting a wide variety of flavors and styles to expand your pie palate when the treat is at its most readily available. Here are 10 pies you should try on the East End this year.

1 At the crossroads of Tate's Bake Shop's signature chocolate chip cookies and scrumptious walnut brownies, lies the indulgent **Tate's Chocolate Chip Pie**. With a layer of crispy crust followed by walnutty goodness in the middle and a base of gooey chocolate, the 9" treat is best served warm with chilling ice cream.

2 A big hit around the holidays, **Mince Pie** is actually available at Krieg's Bakery in Hampton Bays anytime. Made with rum-soaked apples, raisins and their signature crumb topping, this is one pie you'll want to enjoy year-round.

3 **Mary's Marvelous Pumpkin Pie** returns this Thanksgiving, with orders being accepted through November 23. The East Hampton deli's holiday pies, including apple and pecan, are so famous that even Hamptons celebrities can't help but gush over them on social media. They're *that* good.

4 While coconuts may hail from a different island paradise than the East End, local farms are just as adept at baking with them as with their own ingredients, and the **Milk Pail Coconut Custard Pie** is so expertly crafted and flavored, you'd think their Water Mill orchard had a row of palm trees. And yes, they also offer several variations of apple pie, as well as other fruit.

5 Few pie ingredient trios pair as well as strawberry, raspberry and rhubarb, and Fairview Farm at Mecox in Bridgehampton has mastered the combination. **Meredith's Famous Strawberry Rhubarb Raspberry Pie** is sweet and slightly tart, and offers a more complex flavor palate than the farm's equally delicious apple, pecan, key lime and cherry pies.

6 The 1760 Homestead Farm in Northville has made quite a name for itself as the East End home of **Concord Grape Pie**. Originally from the Finger Lakes Region, the grape pie recipe has been passed down through owner Larry Kaiser's family and updated to give this local variant a uniquely North Fork flavor.

7 Pecan Pie is a basically a Thanksgiving tradition at this point, but this year, the holiday is being crashed by its naughty cousin **Bourbon Pecan Pie**. This indulgent dessert, on offer at D'latte Bakery & Café in Greenport, offers a more mature take on the classic treat, and it comes with the option of a pint of vanilla gelato, available exclusively when ordered with one of D'latte's 10" pies.

8 One thing Thanksgiving and Woodside Orchards have in common is an association with timeless apple pie, which is why the Aquebogue orchard has taken it upon themselves to go above and beyond with the flavors of apple pie on offer. Apple Crumb, Apple Cranberry and No Sugar Apple are exciting takes on the classic dessert, but the **Apple Blueberry Pie** just hits that tartness sweet-spot so effectively that it's an instant favorite.

9 At the center of the Blue Duck Bakery Café's delicious **Country Peach Crumb Pie** is a window into the dessert's irresistible peachy core, luring curious café-goers to experience its perfect balance of fruit and crumble.

10 Thanksgiving pies have returned to Briermere Farms in Riverhead, with flavors ranging from pumpkin and apple to peach and blueberry. While all delicious in their own right, their cream pies hit different than their more traditional fall pie brethren, and the **Briermere Cherry Cream Pie** deserves an extra special mention.

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Father Robert Joerger Finds a New Beginning at The End

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FATHER ROBERT JOERGER OUTSIDE HIS NEW HOME IN MONTAUK

BY ERIC FEIL

"I wanted to do something completely different, so I signed up for culinary school. I started at the French Culinary Institute, but that was way too high-powered for me. They said, 'Oh, the French chefs will be happy, you won't have any bad habits to unlearn.' Well, they were not happy at all—I had no idea what they were talking about in class, and everybody else had been working in kitchens for years, and I didn't even know how to hold a knife."

Sitting in Montauk, Robert Joerger laughs as he remembers the time. "So I went to the Peter Kump School of Culinary Arts. One of my professors, Shirley King, used to cook here in Springs, and then she became the chef at a famous restaurant in Manhattan," he recalls. "She wrote the section on fish for *The Joy of Cooking*, so I'm going to get out her books and her notes and learn how to do fish again."

Joerger is not the newest chef to arrive in Montauk, and he does not go by Chef Bob. Rather, he is Father Bob, the newest priest at St. Therese of Lisieux, having joined the church at The End during the first week of November. The proximity to fish is something he looks forward to, to put to use the skills, such as they are, learned at culinary school during a year-long sabbatical some two decades ago. But it is the fishermen, the community, the people that he has come to admire and the work that lies ahead here, that truly move him.

"As far as the East End goes, it captures my soul somehow. It's the ocean and the changing of the weather and the tides, the nature—for a guy from Brooklyn, it's quite a change. But I think I like the fact that it's out there, it's an island. I'm a missionary at heart, so it's all those things. And it's where I began. The people teach you how to be a priest. You learn all sorts of stuff in the seminary, but it's the people and I never forgot that. My first nine years on Shelter Island—they taught me how to be a priest."

Joerger served as Provincial Superior of the Saint Paul of the Cross Province of the Passionists—which includes Canada, the Eastern United States, Jamaica, Haiti and Puerto Rico—as well as Consultor to the Superior General of the Passionists in Rome. Yet he says that his favorite place is right here on the East End. Some 43 years ago he began his priesthood on Shelter Island, where he was not only Director of Saint Gabriel's Youth Retreat House but also a member of the Shelter Island Heights Fire Department, and he sees similarities between the spirit of the island surrounded by islands and Montauk.

"It's real people, down-to-earth people," he says of one of his earliest observations about his new home. "The very things that people tell me they love about Montauk, I find those too—it's the village, it's the way people care for each other. The people are really salt of the earth. I keep telling them that if Jesus were around today—he went to the fishing villages to find his disciples—he'd probably go here to The Dock or Liars' Saloon. You needed guys who could tell long stories, but who essentially would always have your back."

He already senses that spirit here. As he prepared to preside over his first-ever confirmation, he turned to the book *A Speck in the Sea*—about the true life lost-at-sea survival and rescue of Montauk lobsterman John Aldridge—for inspiration on the homily he would deliver the group of 14-year-olds. The story of support and never giving up to help another in need to the point of saving a life, well, "the most important things in life are those kinds of values."

He has yet to meet Aldridge and Anthony Sosinski, the friend and fishing partner who was at the fore of the rescue effort, but meetings are tough these days, clearly. That's a notable obstacle for a man whose goal is to gather a community. "It's a little bit more difficult to get to know people right now, since there's nothing social we can do," he admits. "I meet people after mass or here and there along the street, but everybody has masks and sunglasses, so it's hard to put faces with names," he laughs, "but I'll get there."

The challenges of bringing people together these days is hardly only a physical one. "It's a very divided time, in terms of politics in the country but also within the church," Joerger observes. "We dismiss too much, saying things like 'This is all liberal, the left, and this is all the right, they all want to go back to the past' in terms of the church or the country. And I think all those kinds of characterizations of people really, really don't help. Can we just talk to each other and try to listen to each other? What can we build together? What is common to all of us—our hopes and dreams and families—those kinds of things that can move us forward."

He pauses, the seriousness giving way to a knowing smile. "Hey, you just got my Sunday homily."

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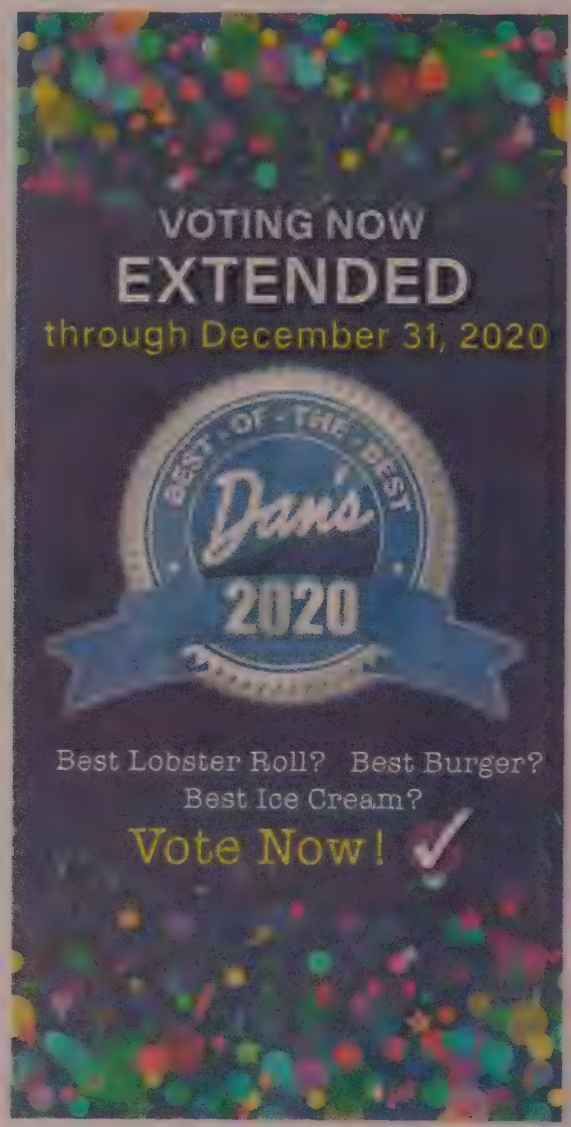

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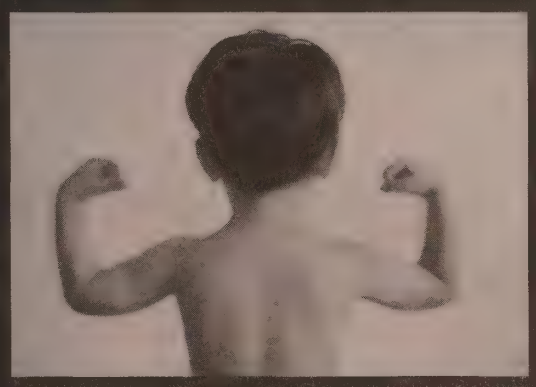

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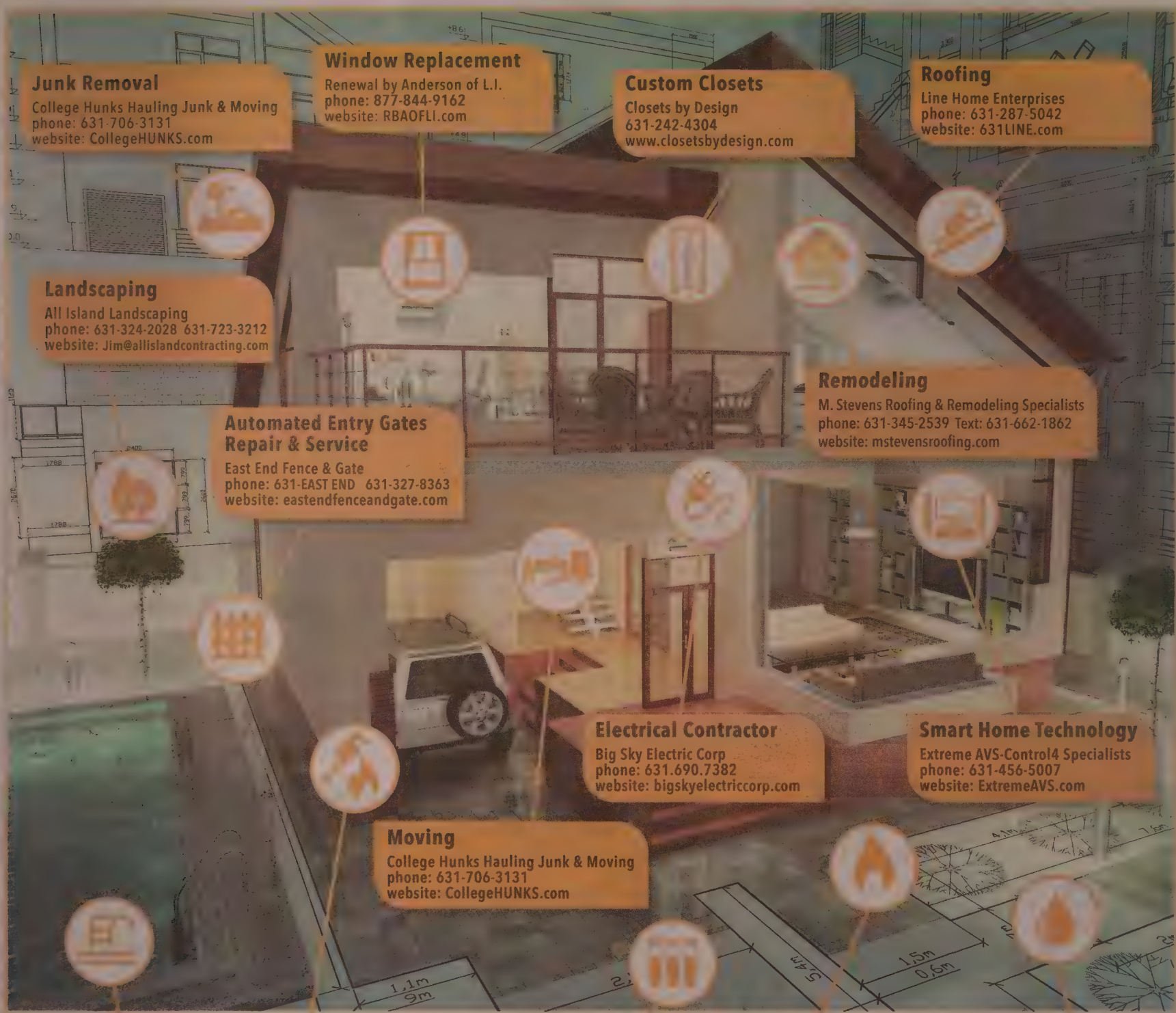

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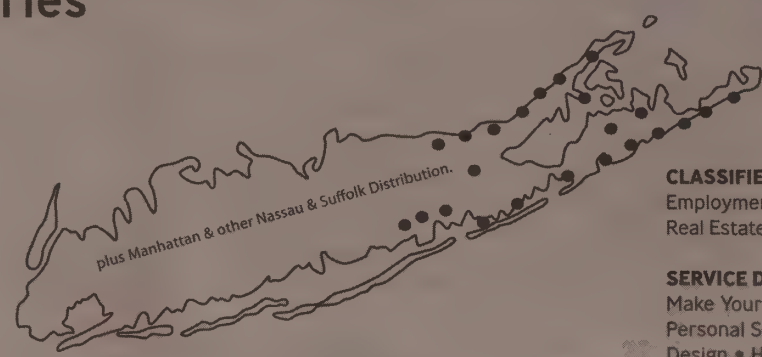

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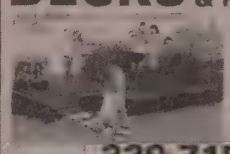

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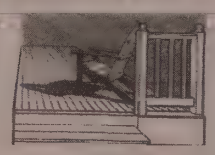

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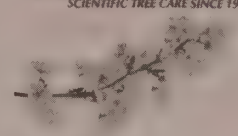

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Who's Here in the Hamptons
Jimmy Giugliano

JIMMY GIUGLIANO

COURTESY NETFLIX

BY TAYLOR K. VECSEY

Dan Rattiner recently welcomed Jimmy Giugliano, one of the lead agents on Netflix's *Million Dollar Beach House*, to the *Who's Here in the Hamptons* podcast. *Million Dollar Beach House* follows Nest Seekers agents in the Bridgehampton office, where Giugliano, who had some of the top sales in 2019, is the team leader, helping newer agents learn the luxury Hamptons market.

It was not that long ago that Giugliano was learning the business himself. The son of a local doctor, he graduated Southampton High School in 2006. After earning a degree at Coastal Carolina, he thought he wanted a career on Wall Street, but realized it was not for him after landing a job. During a short stint in construction, he got his foray into real estate and soon catapulted to the top. Just last year, he had the number one and number three trades with a $40 million sale in Bridgehampton and a $30 million land deal in Southampton.

When Eddie Shapiro, the CEO of Nest Seekers, pitched the idea for the show, Giugliano and other up-and-coming younger brokers, who did $160 million in trades last year, were ideal candidates. While most others who find themselves among the top 10 agents on the East End are in their 50s and 60s and have been in the business for over 30 years, Giugliano says, "For us to only be doing this for five years, that's pretty exciting to be competing with the big dogs."

How did you get hooked up with the TV show did that happen?

So it was mostly because of my CEO, Eddie Shapiro. We had success in the city with Ryan Serhant on *Million Dollar Listing* and we were looking for the next platform...*Million Dollar Listing* was all about substantial brokers that have been doing it for 15, 20 years and they're selling $30 million houses every year—that's definitely exciting and people love to watch that, but there is something to see, somebody evolve from the very beginning to the end and the team aspect of it and you know, seeing success so long. It's a little inspiring. People are reaching out to me all the time, trying to work for me, or trying to intern or just ask for some advice. It's not like I know everything, but I definitely hit a couple of rough patches to figure out my little niche in this market.

What's the secret sauce [to your success]?

The secret sauce is bringing value. So, anybody can open a door and say, "Oh, this is a six-bedroom house five and a half baths," you know, these people can easily figure that out. There's a reason why they have money, they're smart people. So, the reason you know, you bring what you bring to the table is the off-market deals, having knowledge of all the comps even five years ago. So really bringing knowledge and answering the questions truthfully and with facts, instead of opinions, is really bringing values.

What what's the most exciting listing that you have right now?

So, there's a listing in the Southampton estate section, the cream of the crop of locations, besides the ocean, Southampton estate section has some of the most pricey real estate, ranging from $20 million all the way up to $70 million, just for a house and two acres in the estate section. So, there's this listing I have that's brand new construction for 410 Ox Pasture in Southampton and just in the last couple weeks now that it's complete and everything, we've had multiple offers and it looks like we're going to contract this week. So, the market is hot and if you have the right product in the right location, the buyers are showing up and giving you market value. So, it's a great market and if you're in the right location that you know, you can't go wrong. There's another one we have on 300 Murray Place that's coming on the market [with] work finishing up in three months. And before we even are completed with the project, we've already had so much interest and a couple offers. So, location location location, but those two properties are on fire right now.

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AMAGANSETT	Pineapple Hill LLC	McMaster, M & M	5,900,000	369 Town Ln
	Lylas Holdings LLC	Johnson, B	1,800,000	11 Mako Ln
	Klein, R & S	Lenda,C &Pistritto,F	3,250,000	161 Bluff Rd
AQUEBOGUE	Rodriguez,Ra&Tavarez	Oswald, J	385,000	894 Main Rd
	Soderlund, H Trust	Nieves Jr, J & N	499,000	131 Linda Ave
	Greco, K & P	DeFriest, G	599,000	59 Bay Harbor Rd
BRIDGEHAMPTON	586 Millstone Road	Millstone586 LLC	3,855,000	586 Millstone Rd
	Benedetto, J & N	Pomeroy, S	1,980,000	2 Sea Farm Ct
	Huberty, A & E	Montanari,W &Perez,C	1,200,000	445 Merchants Path
	Spencer, S	Goerl, K	4,400,000	178 Bridge Ln
CALVERTON	County of Suffolk	Zilnicki, A & S	1,208,911	Reeves Ave
	Smid,M & Shattuck,D	Hejmej, M	465,000	141 Donna Dr
CUTCHOGUE	Weiss, E & S	Raff, H & Lim, L	675,000	1920 Harbor Ln
	Pivirotto, J & B	Varisano/Messina, C	550,000	835 Pequash Ave
	Anthony Portillo LLC	Gatewood, K by Admr	305,000	26235 Route 25
	Zoumas, I	Ury, V	1,150,000	3915 Stillwater Ave
EAST HAMPTON	Petrie,E & Wolfe,J	WAC Management Inc	1,700,000	107 Rutland Rd
	Johnson, N & Shen, K	Sarris, T & P	815,000	30 Sycamore Dr
	Tashman,S & M	Weiskopf, M	1,185,000	71 Three Mile Harbor Dr
	Berman, K & P	Absey, A	1,100,000	510 Hands Creek Rd
	Moers, A & Y	Hanisch, B	1,140,000	52 Abrahams Path
	1619 Hamptons LLC	Petrie Jr,E &Wolfe,J	3,450,000	30 Fieldview Ln
	Kolibas,M&Schwartz,B	Pritchard,R&Snyder,R	2,922,500	15 Palma Terr
	Washburn,N &Saunders	MacDonald,R &Clinton	1,600,325	8 Neighborhood House Dr
	Pahlavi, Y & R	Karoussos, A & A	1,795,971	11 Indian Hill Ln
	Eight Greenway LLC	8 Greenway Drive LLC	4,450,000	8 Greenway Dr
EAST MARION	Harrison & Kovatch	Quiet Man Holdings	739,000	260 Huckleberry Hill Rd
EAST QUOGUE	Axman, J	Dilandro, J & H	1,225,000	99 Whippoorwill Ln
	Mayo, P & Malasky,C	Eggert Jr, H & J	620,000	14 White Birch Trl
	Tagliavia, M & C	Massa, M	975,000	13 Walker Ave
FISHERS ISLAND	Didriksen, D	Bayberry Cove LLC	3,800,000	Pvt Rd Off E End & lot 6
	Norwell LLC	Soper, J & B	1,459,000	Pvt Rd Off East End Rd
GREENPORT	717 Main Street LLC	Stevens, D	485,000	717 Main St
	Peeples, M	Kelbick,H &Chalkin,D	725,000	324 Fifth Ave
	ClarkStreetGreenport	Di Constanzo,F&Basso	260,000*	Clark St
HAMPTON BAYS	Mende, M	Migura&Boone-Migura	1,170,000	8A Robins Nest Ln
	Giocoli, C	Giocoli, P	777,000	13 Sheridan Rd
	64 Squires Blvd LLC	Francavilla, E	287,000*	54 Squires Blvd
	Lynch, Sparks, A	Flanagan, H	695,000	8 Lovell Rd
	FourQuartersProperty	Mazzone, A Trust	385,000	32 Hampton Rd
	Haas, T	Buttonow Family LP	265,000*	19 Foster Ave
	Leahy,M & Magovern,S	Glasscock,G&D'Egidio	700,000	17 East Point Ln
	31 Alanson Lane LLC	Molnars Landing Inc	1,700,000	31 & 27 Alanson Ln
MATTITUCK	Oregon 4690 LLC	Scudellari, E	510,000	4690 Oregon Rd
	Zurkowsky, G & D	Tintle, C	1,350,000	1235 Lupton Pt Rd
	Gleason, S & S	Santacroce, J & M	845,000	2850 Wickham Ave
MONTAUK	PMTK LLC	Edwards, J Trust	1,225,000	22 Caswell Rd
	DeCoveny, P	Massey, B	645,000	127 Second House Rd
ORIENT	Dacimo, V & M	Campanella, S	297,000*	1260 Uhl Ln
REMSENBURG	Mansfield, C & Lee,S	Healy, D & J	2,400,000	23 Basket Neck Ln
	Masone, G	Willis, W & N	1,825,000	4 Wetzel Ct
	Marcellino, C & L	Graham, F	1,750,000	43 Tuthill Ln
RIVERHEAD	Miller, D & E	76 Tyler Drive LLC	599,000	76 Tyler Dr
	Valet,D &Hernandez,S	Maresco, W & M	520,000	204 Rabbit Run
	Dunathan,L&Goodale,A	Cuddy, E by Exr	40,000*	451 Griffing Ave
	DunGood LLC	E Enterprises LLC	460,000	445 Griffing A
	Guerra Espana, W & N	Jaccard, J & S	377,000	452 Brookhaven Ave

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Area	Buy	Sell	Price	Location
SAG HARBOR	Whitmeyer, S & S	Derry, E by Exr	225,000	2 Cedar Ste
	Lomont, M	Eufemio, J Trust	1,150,000	137 Noyack Ave
	delVillarZamacona&Le	Niewenhous, J	1,825,000	21 Whalers Walk
	Biggers&HankinBigger	Toron, A	1,195,000	2723 Deerfield Rd
	Stimler, H	Widric, K & A	2,450,000	51 Sylvan Ln
	Escalante, J	Hunt, J	817,000	5 East Dr
	Three Baldwin LLC	Montgomery, S	930,000*	3 Baldwin Dr
	Wildstein, E	Kudlak, S Trust	5,560,000	16 Notre Dame Rd
	130 Barrow LLC	Walsh, J & C	2,750,000	274 Division St
	Berthoumieux, H & S	Robinson, R & C	900,000	15 Lincoln St
	SAGAPONACK	SHOJI 12 Sagg Road	Ricki L. Assoc. Inc	1,100,000* 12 Sagg Rd
SAGAPONACK	Two Graces LLC	Troy, G & J	3,150,000	23 Dawnwood Ln
	Conley, M & L	Nielsen, N	3,250,000	73 Scotline Dr
	MRB ICBC LLC	Blumberg, A & M	16,000,000	719 Daniels Ln
SHELTER ISLAND	Hecker, E & Allen, Z	TNT Shelter LLC	150,000*	1 Tuthill Dr
	Mansfield, E	Herzog, B & S	2,415,000	3 Rocky Point Rd
	R&B of ShelterIsland	Osterweis, M	362,500*	11 Margaret's Dr
SOUTHAMPTON	Argyris, A & D	Majestic Estates LLC	1,900,000	17 Bay View Rd W
	Glaze, B & C	Topaz Fine Home Bldg	2,650,000	33 Turtle Pond Rd
	Town of Southampton	Palma, A by Exr	915,000	503 Noyack Rd
	Damast, S & J	Kelly, S	1,085,000	10 Maries Ln
	Sachtelben,E &Broich	Seward Trust	815,000	7 Apple Rd
	Gamba-Paredes &Kotov	Bart, I	1,150,000	40 Fresh Pond Ln
	Laborda, P	White Alley LLC	835,000	28 Andrew Ct
	Aberdeen House LLC	Hocklerin, H by Exrs	962,000	31 Aberdeen Ln
	Donaghy, B & L	Hagemeier, J	3,500,000	36 Elm St
	81DW LLC	81 David Whites Lane	1,500,000	81 David Whites Ln
	Bozkurt, Y & J	Hoffman, F	1,305,000	33 Halsey Ave
	S Pod 2007 Trust	Errico, R	7,500,000	88 Hunting St
SOUTHOLD	Olde Road Farm LLC	Peconiic Land Trust	576,400	4280 Youngs Ave
	Batliboi, M & H	Sawicki, H	690,000	275 Clearview Ave
	Koff, H & L	Bertani, L	164,500	1260 N Bayview Road Ext
	Kingston, B	Guthrie,B & Busana,M	1,675,000	1360 S Harbor Rd
WADING RIVER	Niehoff, D	Molot, B	260,000	6 Central Ave
	Adla, T & J	Carey, N & E	320,000	184 Herod Point Rd
	Kim, D & Hwang, S	Robinson, D	650,000	9 Sunset Blvd
	Pace, D & K	Kalarjian, C & L	491,000	57 North Woods Dr
	Lilimpakis, S & D	Sicari, G	699,000	6230 Norh Country Rd
	Loughren, J & J	Hunt, B & N	533,500	115 Hidden Acres Path
	Carey, N & E	Carey, E & L	520,000	189 Hidden Pond Path
WAINSCOTT	Peconic Land Trust	MontaukWainscottSton	6,250,000	108 Wainscott Stone Hwy
WATER MILL	180 Rose Hill LLC	180 Rose Hill Road	4,675,000*	180 Rose Hill Rd
	80 Cobb Owner LLC	Rosen, J by Exr	5,600,000	80 Cobb Isle
WESTHAMPTON	Trunz III, C	Mirante, C	1,050,000	98 South Rd
WESTHAMPTON BEACH	Mullen III, T	New YorkCapitalMgmnt	475,000	706 Patrick St
	Espana, M	HSBC Bank USA	517,060	9 Jennifer's Path
	Jessop, M & M	Ballybunion National	1,825,000	40 Sheppard St
	Shindler, D & K	Posman, E & M	1,300,000	580 Dune Rd, Unit 4
	Kriegstein, A	64 Hazelwood LLC	1,220,000	64 Hazelwood Ave
	Dahl, M & Chang, S	Green, J & D	1,500,000	25 Woodland Ave
	Leiner, G	Balkin, R	600,000	260 Dune Rd, Unit 116
	Morris, J & N	Burner Realty Group	2,825,000	842 Dune Rd
	20 Cove Lane LLC	First DunesDvlpmnt V	5,800,000	20 Cove Ln

* Vacant Land

CELEBRATING HAMPTONS CELEBRITIES

BY DANNY FRANK

Lou Meisel

> *In 1959, I came to the Hamptons with a sleeping bag, sleeping on the beach in Amagansett!*

NYC/Hamptons gallery owner Lou Meisel is considered "the father of photorealism." A pioneer of the Soho art world, Meisel first opened on Madison Avenue where most of his colleagues were located. He recognized Soho's potential "which was a warehouse district vacated by garment and graphic arts factories...where landlords were renting to artists for 'almost nothing.'" The Louis K. Meisel Gallery on Prince Street was one of Soho's first in 1972. Today this section has more than 300 galleries.

A Midwood, Brooklyn native, Meisel waxes historic on how artists initially came to the Hamptons: "The Long Island Rail Road began operating as far as Montauk at the end of the 19th century. Cameras existed but didn't function well, and many people did not own one. In the 1890s, the privately owned LIRR brought 100 artists—a number of them great American realists—to the East End for a three-month free summer vacation. The LIRR wanted the artists to produce paintings so they could show people what is out there. By the end of that summer, those artists proclaimed 'We are not going back—we are staying here!' Communities like Springs and East Hampton became artists colonies."

Meisel continues how "in the 1930s, European surrealist painters immigrated to New York, meeting up with the abstract expressionists. They all visited the Hamptons. Collectors and dealers followed."

As for his own arrival out east, "In 1959, I came to the Hamptons with a sleeping bag, sleeping on the beach in Amagansett! I became involved in the Hamptons because this is where the artists were. One of the first who I repped, Audrey Flack, is now 90 years old and still going strong in East Hampton. It was very logical for me to be here," he reminisces.

In 1984, I explained to a Hamptons real estate broker I had $300,000 to spend. I want the biggest house I can get for that money and I do not care where it is," Meisel describes. "She took me to Sagaponack, where very few people were living. The name sounded weird. People hadn't heard of it. She showed me a house that I calculated was five miles from Southampton, five miles from Sag Harbor, five miles from East Hampton. It was cheap, $400,000. Then I bought my two-acre sculpture field next door for $200,000. It was beautiful, open with the beach. Sagaponack is now one of the most in-demand places. We made the right decision—Sagaponack has been wonderful.

For more than 10 years now, we would come out on a Thursday night and return to NYC on a Sunday or Monday night—usually spending half the week in both places. Since the pandemic, I stay in the Hamptons but return to NYC one day a week."

Meisel, 78, and his wife, Susan, met as teenagers. They have been married 54 years in what he defines as "An absolute partnership. Susan is an artist—I sold over a thousand of her paintings. She is a real estate broker, starting the first brokerage in Soho, then Tribeca. She is a restaurateur, operating Armin & Judy in Bridgehampton."

In Manhattan and on the East End, Meisel is known for presenting his harmonious blend of classical music and art, including concerts at the Parrish Museum, Lincoln Center, Carnegie Hall and more. He also owns eight buildings on Montauk Highway by Water Mill and Bridgehampton. He has put sculptures by his properties and initiated a Montauk Highway socially distant sculpture tour this past August, which he plans to run for a year: Fifteen sculptures from Water Mill to his Sagaponack 30-piece sculpture field, presenting Hamptons artists.

Now he is working with Dan's Papers publisher Vicki Schneps and Southampton officials to invite artists to exhibit their sculptures outdoors throughout the town for a Dan's Papers Tour.

LOU MEISEL AND WIFE SUSAN

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